



GYMNASTICS PROGRAMMING SERVICES

RFP NO. 2025-044

November 24, 2025

T U M B L E B E E S G Y M N A S T I C S

Jennifer Karborani

4900 Alhambra Circle
Coral Gables, FL 33146

786-383-6783

Jenny@tbgyms.com

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CITY OF CORAL GABLES, FL

2800 SW 72nd Avenue, Miami, FL 33155
Finance Department / Procurement Division
Tel: 305-460-5102 / Fax: 305-261-1601

PROPOSER'S ACKNOWLEDGEMENT

RFP No.: 2025-044	Electronic submittals must be received prior to 2:00 p.m., on Monday, November 24, 2025, via INFOR and will remain valid for 120 calendar days. Submittals received after the specified date and time will not be accepted.
RFP Title: Gymnastics Programming Services	Contact: Eduardo Hernandez Title: Procurement Specialist Telephone: 305-460-5108 Email: ehernandez2@coralgables.com contracts@coralgables.com
A cone of silence is in effect with respect to this RFP. The Cone of Silence prohibits certain communication between potential vendors and the City. For further information, please refer to the City Code Section 2-1027 of the City of Coral Gables Procurement Code.	
Proposer Name: Jennifer Karborani	FEIN or SS Number: 595-34-5036
Complete Mailing Address: 4900 Alhambra Circle Coral Gables, FL 33146	Telephone No.: 786-383-6783 Cellular No.: 786-383-6783
Indicate type of organization below: Corporation: <input checked="" type="checkbox"/> Partnership: <input type="checkbox"/> Individual: <input type="checkbox"/> Other: <input type="checkbox"/>	Fax No.: _____
Bid Bond/Security Bond (if applicable) _____ N/A	Email: Jenny@tbgyms.com

ATTENTION: THIS FORM ALONG WITH ALL REQUIRED RFP FORMS MUST BE COMPLETED, SIGNED (PREFERABLY IN BLUE INK), AND SUBMITTED WITH THE RESPONSE PRIOR TO THE SUBMITTAL DEADLINE. FAILURE TO DO SO MAY DEEM PROPOSER NON-RESPONSIVE.

THE PROPOSER CERTIFIES THAT THIS SUBMITTAL IS BASED UPON ALL CONDITIONS AS LISTED IN THE RFP DOCUMENTS AND THAT THE PROPOSER HAS MADE NO CHANGES IN THE RFP DOCUMENT AS RECEIVED. THE PROPOSER FURTHER AGREES IF THE RFP IS ACCEPTED, THE PROPOSER WILL EXECUTE AN APPROPRIATE AGREEMENT FOR THE PURPOSE OF ESTABLISHING A FORMAL CONTRACTUAL RELATIONSHIP BETWEEN THE PROPOSER AND THE CITY OF CORAL GABLES FOR THE PERFORMANCE OF ALL REQUIREMENTS TO WHICH THIS RFP PERTAINS. FURTHER, BY SIGNING BELOW PREFERABLY IN **BLUE INK**, ALL RFP PAGES ARE ACKNOWLEDGED AND ACCEPTED AS WELL AS ANY SPECIAL INSTRUCTION SHEET(S) IF APPLICABLE. THE UNDERSIGNED HEREBY DECLARES (OR CERTIFIES) ACKNOWLEDGEMENT OF THESE REQUIREMENTS AND THAT HE/SHE IS AUTHORIZED TO BIND PERFORMANCE OF THIS RFP FOR THE ABOVE PROPOSER.



Authorized Name and Signature

V.President

11/10/2025

Title

Date

SOLICITATION SUBMISSION CHECKLIST

Request for Proposals (RFP) No. 2025-044

COMPANY NAME: (Please Print):	Tumblebees Gymnastics
Phone:	786-383-6783
Email: Jenny@tbgyms.com	

A response package numbered by page must be submitted ELECTRONICALLY via INFOR. Please provide the PAGE NUMBER of your solicitation response in the blanks provided as to where compliance information is located in your Submittal for each of the required submittal items listed below:

SUBMITTAL - SECTION I: TITLE PAGE, TABLE OF CONTENTS, REQUIRED FORMS, AND MINIMUM QUALIFICATION REQUIREMENTS.

- 1) Title Page: Show the RFP number and title, the name of your firm, address, telephone number, name of contact person, e-mail address, and date. **PAGE # 1**
- 2) Provide a Table of Contents in accordance with and in the same order as the respective "Sections" listed below. Clearly identify the material by section and page number. **PAGE # 2-4**
- 3) Fill out, sign, and submit the Proposer's Acknowledgement Form. **PAGE # 5**
- 4) Fill out and submit the Solicitation Submission Check List. **PAGE # 6-8**
- 5) Fill out, sign, notarize (as applicable), and submit the Proposer's Affidavit and Schedules A through H. **PAGE # 9-16**
- 6) Fill out, E-Verify Affidavit **PAGE # 18**
- 7) Minimum Qualification Requirements: submit detailed verifiable information affirmatively documenting compliance with the Minimum Qualifications Requirements shown in Section 3. **PAGE # 19**
- 8) Fill out, Lobbyist Registration & Oral Presentation Forms **PAGE # 22-25**

SUBMITTAL - SECTION II: EXPERIENCE AND PROPOSER'S QUALIFICATIONS

(i) FOR PROPOSER:

- 1) Provide a complete history and description of your company, including, but not limited to, the number of years in business, size, number of employees, office location, copy of applicable licenses/certifications, credentials, capabilities, and capacity to meet the City's needs. **PAGES # 27 to 34**
- 2) Describe the Proposer's relevant knowledge and experience in providing the services described in the "Scope of Services" to public sector agencies similar in size to the City of Coral Gables. **PAGES # 35 to 44**

(ii) FOR KEY PERSONNEL:

1) Provide a summary of the qualifications, copy of applicable licenses/certifications, and experience of all proposed key personnel. Include resumes (listing experience, education, licenses/certifications) for your proposed key personnel and specify the role and responsibilities of each team member in providing the services outlined in the RFP. Provide an organizational chart of all key personnel that will be used. For each key team member, please describe the experience in providing the services solicited herein.

PAGES # 45 to 63

SUBMITTAL - SECTION III: PROJECT APPROACH AND METHODOLOGY

1) Describe in detail your approach to performing the services solicited herein. Include detailed information, as applicable, which addresses, but need not be limited to: understanding of the RFP scope and requirements, implementation plan and communication with City staff and Consultants. Indicate how the Proposer intends to positively and innovatively work with the City in providing the services outlined in this RFP.

PAGES # 65 to 66

2) Provide a detailed description of the capabilities and competency, including but not limited to:

- a. Beginner Gymnastics Programs for Youth
- b. Intermediate Gymnastics Programs for Youth
- c. Advanced Gymnastics Programs for Youth

PAGES # 67 to 84

3) Provide a comprehensive description of your labor resources and proposed ability to perform the services outlined in this RFP.

PAGES # 107 to 108

SUBMITTAL – SECTION IV: PAST PERFORMANCE AND REFERENCES

1) Using the required Exhibit A - Reference Form, provide a minimum of three (3) references (but no more than five (5) for which Proposer has performed same (or similar) scope of services in the last five (5) years. *This information must be provided utilizing the City of Coral Gables Reference Form (Exhibit A) ONLY. References submitted in any other format will not be accepted. DO NOT include work/services performed for the City of Coral Gables or City employees as reference (City related experience will be outlined in the request below).*

PAGES # 110 to 112

This information must be provided utilizing the City of Coral Gables Reference Form (Exhibit A) ONLY. References submitted in any other format will not be accepted.

2) Provide a list with contact information (Name of Agency, contact person, telephone number, email address) of all public sector clients in the last ten (10) years, and include if any, that have discontinued use of Proposer's services within the last two (2) years and indicate the reasons for the same. Additionally, please provide any documentation related to performance issues of the current or past contracts to include any non-performance reports or notices to cure. The list of projects shall include the name of the project, the value, date(s) of project, etc. The City reserves the right to contact any reference or current customer identified as part of the evaluation process.

PAGES # 113

3) Please identify each incident within the last five (5) years where a civil, criminal, administrative, other similar proceeding was filed or is pending, if such proceeding arises from or is a dispute concerning the Proposer's rights, remedies or duties under a contract for the same (or similar) type services to be provided under this RFP (See Schedule D of Attachment A).

PAGES 114

SUBMITTAL – SECTION V: PROPOSAL PRICE PROPOSAL

1) Provide pricing in INFOR via the line items tab

PAGES # 122

SUBMITTAL – SECTION VI: AGREEMENT COMMENTS/EXCEPTIONS

1) Please follow the instructions as outlined in Section 1.6 Agreement Execution. The acceptance of or any exceptions taken to the terms and conditions of the City's Agreement shall be considered a part of a Proposer's submittal and will be considered by the Evaluation Committee.

PAGES # 124 to 128

-- NOTICE --

BEFORE SUBMITTING YOUR RFP RESPONSE MAKE SURE YOU:

- 1. Carefully read and have a clear understanding of the RFP, including the Scope of Services and enclosed Professional Services Agreement (*draft*).

- 2. Carefully follow the Submission Requirements outlined in Section 6 of the RFP and ensure you have submitted all of the required information. **DO NOT INCLUDE A COPY OF THE ORIGINAL SOLICITATION.**

- 3. **Prepare and submit ONE (1) electronic copy via INFOR.**

- 4. Make sure your Response is submitted prior to the submittal deadline. **Late responses will not be accepted.**

FAILURE TO SUBMIT THIS CHECKLIST AND THE REQUESTED DOCUMENTATION MAY RENDER YOUR RESPONSE SUBMITTAL NON-RESPONSIVE AND CONSTITUTE GROUNDS FOR REJECTION. THIS PAGE IS TO BE RETURNED WITH YOUR RESPONSE PACKAGE.

PROPOSER'S AFFIDAVIT

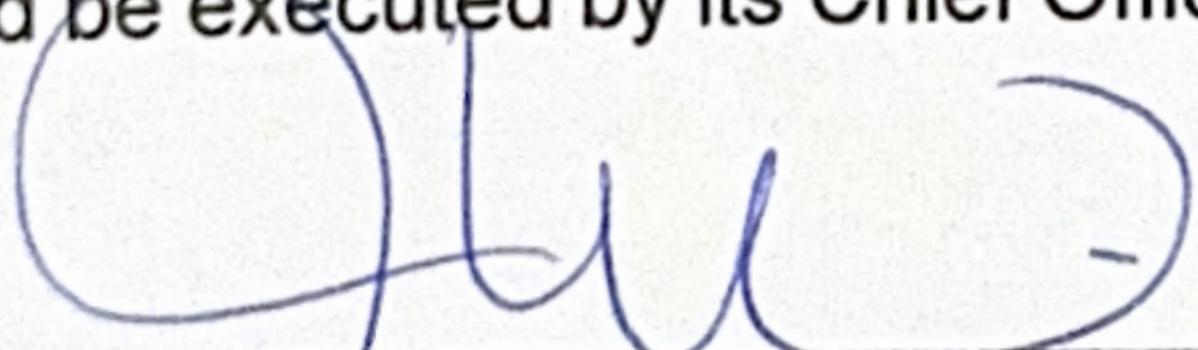
SOLICITATION: RFP 2025-044 Gymnastics Programming Services

SUBMITTED TO: City of Coral Gables
Procurement Division
2800 SW 72 Avenue
Miami, Florida 33155

The undersigned acknowledges and understands the information contained in response to this solicitation and the referenced Schedules A through H shall be relied upon by Owner awarding the contract and such information is warranted by the Proposer to be true and correct. The discovery of any omission or misstatements that materially affects the Proposer's ability to perform under the contract shall be cause for the City to reject the solicitation submittal, and if necessary, terminate the award and/or contract. I further certify that the undersigned name(s) and official signatures of those persons are authorized as (Owner, Partner, Officer, Representative or Agent of the Proposer that has submitted the attached Response). Schedules A through H are subject to Local, State and Federal laws (as applicable); both criminal and civil.

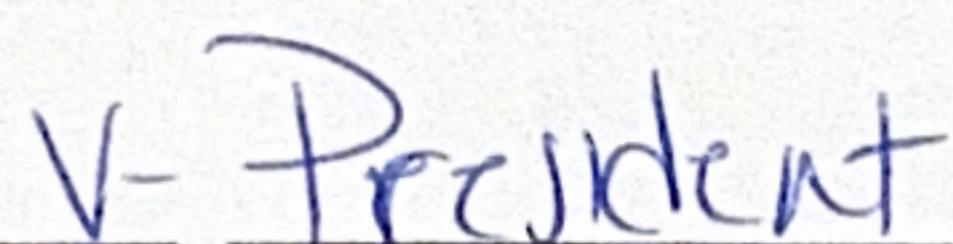
- SCHEDULE A – STATEMENT OF CERTIFICATION
- SCHEDULE B – NON-COLLUSION AND CONTINGENT FEE AFFIDAVIT
- SCHEDULE C – DRUG-FREE STATEMENT
- SCHEDULE D – PROPOSER'S QUALIFICATION STATEMENT
- SCHEDULE E – CODE OF ETHICS, CONFLICT OF INTEREST, AND CONE OF SILENCE
- SCHEDULE F – AMERICANS WITH DISABILITIES ACT (ADA)
- SCHEDULE G – PUBLIC ENTITY CRIMES
- SCHEDULE H – ACKNOWLEDGEMENT OF ADDENDA

This affidavit is to be furnished to the City of Coral Gables with its RFP response. It is to be filled in, executed by the Proposer and notarized. If the response is made by a Corporation, then it should be executed by its Chief Officer. This document MUST be submitted with the response.

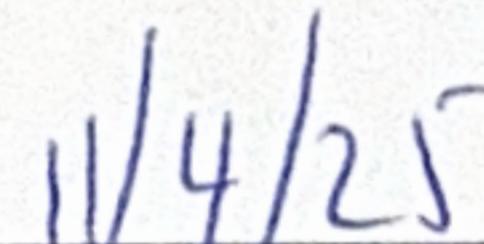


Authorized Name and Signature

Jennifer Kaborani



Title



Date

STATE OF Florida
COUNTY OF Miami-Dade

On this 3rd day of November, 2025, before me the undersigned Notary Public of the State of Florida, personally appeared Jenny Karbonari
(Name(s) of individual(s) who appeared before Notary)

And whose name(s) is/are subscribes to within the instrument(s), and acknowledges it's execution.

NOTARY PUBLIC, STATE OF Florida

Jason Garcia

(Name of notary Public; Print, Stamp or Type as Commissioned.)

Personally know to me, or Produced Identification:

FL Drivers License

(Type of Identification Produced)

NOTARY PUBLIC
SEAL OF OFFICE:



JASON GARCIA
Commission # HH 698965
Expires July 30, 2029

SCHEDULE "A" - CITY OF CORAL GABLES – STATEMENT OF CERTIFICATION

Neither I, nor the firm, hereby represented has:

- a. employed or retained for a commission, percentage brokerage, contingent fee, or other consideration, any firm or person (other than a bona fide employee working solely for me or the Proposer) to solicit or secure this contract.
- b. agreed, as an express or implied condition for obtaining this contract, to employ or retain the services of any firm or person in connection with carrying out the contract, or
- c. paid, or agreed to pay, to any firm, organization or person (other than a bona fide employee working solely for me or the Proposer) any fee, contribution, donation or consideration of any kind for, or in connection with, procuring or carrying out the contract except as here expressly stated (if any):

SCHEDULE "B" - CITY OF CORAL GABLES - NON-COLLUSION AND CONTINGENT FEE AFFIDAVIT

1. He/she is the Owner
(*Owner, Partner, Officer, Representative or Agent*)

of the Proposer that has submitted the attached response.

2. He/she is fully informed with respect to the preparation and contents of the attached response and of all pertinent circumstances respecting such response;
3. Said response is made without any connection or common interest in the profits with any other persons making any response to this solicitation. Said response is on our part in all respects fair and without collusion or fraud. No head of any department, any employee or any officer of the City of Coral Gables is directly or indirectly interested therein. If any relatives of Proposer's officers or employees are employed by the City, indicate name and relationship below.

Name: N/A

Relationship: N/A

Name: N/A

Relationship: N/A

4. No lobbyist or other Proposer is to be paid on a contingent or percentage fee basis in connection with the award of this Contract.

SCHEDULE "C" CITY OF CORAL GABLES – VENDOR DRUG-FREE STATEMENT

Preference may be given to vendors submitting a certification with their bid/proposal certifying they have a drug-free workplace in accordance with Section 287.087, Florida Statutes. This requirement affects all public entities of the State and becomes effective January 1, 1991. The special condition is as follows:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under solicitation a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under solicitation, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section. As the person authorized to sign the statement, I certify that this form complies fully with the above requirements.

The company submitting this solicitation has established a Drug Free work place program in accordance with State Statute 287.087

SCHEDULE "D" CITY OF CORAL GABLES – PROPOSER'S QUALIFICATION STATEMENT

The undersigned declares the truth and correctness of all statements and all answers to questions made hereinafter:

GENERAL COMPANY INFORMATION:

Company Name: Tumblebees Gymnastics

Address: **6950 SW 117 Ave** **Miami** **FL** **33183**
Street City State Zip Code

Telephone No: (305) 596-2337 Fax No: () Email: Jenny@tbgyms.com

How many years has your company been in business under its present name? 40 Years

If Proposer is operating under Fictitious Name, submit evidence of compliance with Florida Fictitious Name Statute:

N/A

Under what former names has your company operated?: [Tumblebees Gymnastics & Dance](#)

At what address was that company located? 7074 sw 117 ave Miami, FL 33183

Is your Company Certified? Yes No If Yes, ATTACH COPY of Certification.

Is your Company Licensed? Yes No If Yes, ATTACH COPY of License

Has your company or its senior officers ever declared bankruptcy?

Yes No If yes, explain:

LEGAL INFORMATION:

Please identify each incident ***within the last five (5) years*** where a civil, criminal, administrative, other similar proceeding was filed or is pending, if such proceeding arises from or is a dispute concerning the Proposer's rights, remedies or duties under a contract for the same or similar type services to be provided under this RFQ (***A response is required. If applicable please indicate "none" or list specific information related to this question. Please be mindful that responses provided for this question will be independently verified***):

NONE

Has your company ever been debarred or suspended from doing business with any government entity?

Yes No If Yes explain

SCHEDULE "E" CITY OF CORAL GABLES – CODE OF ETHICS, CONFLICT OF INTEREST, AND CONE OF SILENCE

THESE SECTIONS OF THE CITY CODE CAN BE FOUND ON THE CITY'S WEBSITE, UNDER GOVERNMENT, CITY DEPARTMENT, PROCUREMENT, PROCUREMENT CODE (CITY CODE CHAPTER 2 ARTICLE VIII); SEC 2-1023; SEC 2-606; AND SEC 2-1027, RESPECTIVELY.

IT IS HEREBY ACKNOWLEDGED THAT THE ABOVE NOTED SECTIONS OF THE CITY OF CORAL GABLES CITY CODE ARE TO BE ADHERED TO PURSUANT TO THIS SOLICITATION.

SCHEDULE "F" CITY OF CORAL GABLES - AMERICANS WITH DISABILITIES ACT (ADA)
DISABILITY NONDISCRIMINATION STATEMENT

I understand that the above named firm, corporation or organization is in compliance with and agreed to continue to comply with, and assure that any sub-contractor, or third party contractor under this project complies with all applicable requirements of the laws listed below including, but not limited to, those provisions pertaining to employment, provision of programs and service, transportation, communications, access to facilities, renovations, and new construction.

The American with Disabilities Act of 1990 (ADA), Pub. L. 101-336, 104 Stat 327, 42 U.S.C. 12101,12213 and 47 U.S.C. Sections 225 and 661 including Title I, Employment; Title II, Public Services; Title III, Public Accommodations and Services Operated by Private Entities; Title IV, Telecommunications; and Title V, Miscellaneous Provisions.

The Florida Americans with Disabilities Accessibility Implementation Act of 1993, Sections 5553.501-553.513, Florida Statutes

The Rehabilitation Act of 1973, 229 U.S.C. Section 794

The Federal Transit Act, as amended, 49 U.S.C. Section 1612

The Fair Housing Act as amended, 42 U.S.C. Section 3601-3631

SCHEDULE "G" CITY OF CORAL GABLES - STATEMENT PURSUANT TO SECTION 287.133 (3) (a),
FLORIDA STATUTES, ON PUBLIC ENTITY CRIMES

1. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), **Florida Statutes**, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or of the United States, including, but not limited to, any Proposal or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
2. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), **Florida Statutes**, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.

3. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), **Florida Statutes**, means:

1. A predecessor or successor of a person convicted of a public entity crime; or 2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a *prima facie* case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.
4. I understand that a "person" as defined in Paragraph 287.133(1)(e), **Florida Statutes**, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which Proposals or applies to Proposal on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.
5. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. **[Must indicate which statement below applies.]**

Neither the entity submitting this sworn statement, nor any of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity subsequent to July 1, 1989.

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list.

[Attach a copy of the final order]

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, **FLORIDA STATUTES FOR CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.**

SCHEDULE "H" CITY OF CORAL GABLES - ACKNOWLEDGEMENT OF ADDENDA

1. The undersigned agrees, if this RFP is accepted, to enter in a Contract with the CITY to perform and furnish all work as specified or indicated in the RFP, any associated addendum and Contract Documents within the contract time indicated in the RFP and in accordance with the other terms and conditions of the solicitation and contract documents.
2. Acknowledgement is hereby made of the following Addenda, if any (identified by number) received since issuance of the Request for Proposal.

Addendum No. 1 Date 11/14/25 Addendum No. _____ Date _____

Addendum No. 2 Date 11/24/25 Addendum No. _____ Date _____

Addendum No. _____ Date _____ Addendum No. _____ Date _____

Failure to adhere to changes communicated via any addendum may render your response non-responsive.

Drug-Free Workplace Certification

In accordance with Section 287.087, Florida Statutes, Tumblebees Gymnastics Coral Gables, Inc. hereby certifies that it maintains a Drug-Free Workplace.

The company has established policies and procedures that prohibit the unlawful manufacture, distribution, dispensing, possession, or use of controlled substances in the workplace and provides information to employees regarding the dangers of drug abuse, available counseling and rehabilitation programs, and the penalties for violations.

Tumblebees Gymnastics Coral Gables, Inc. agrees to abide by the requirements set forth under Florida Statute 287.087 and to make a good-faith effort to continue maintaining a drug-free workplace.

Company Name: Tumblebees Gymnastics Coral Gables, Inc.

Authorized Representative: Jennifer Karborani

Title: President

Signature: 

Date: 11/6/2025



City of Coral Gables
Finance Department/Procurement Division

Employer E-Verify Affidavit

By executing this affidavit, the undersigned employer verifies its compliance with F.S. 448.095, stating affirmatively that the individual, firm or corporation has registered with and utilizes the federal work authorization program commonly known as E-Verify, or any subsequent replacement program, in accordance with the applicable provisions and deadlines established in F.S. 448.095 which prohibits the employment, contracting or sub-contracting with an unauthorized alien. The undersigned employer further confirms that it has obtained all necessary affidavits from its subcontractors, if applicable, in compliance with F.S. 448.095, and that such affidavits shall be provided to the City upon request. Failure to comply with the requirements of F.S. 448.095 may result in termination of the employer's contract with the City of Coral Gables. Finally, the undersigned employer hereby attests that its federal work authorization user identification number and date of authorization are as follows:

65-1148483

Federal Work Authorization User Identification Number

06-21-2024

Date of Authorization

I hereby declare under penalty of perjury that the foregoing is true and correct.

Executed on 11/4/25 in Miami (city), FL (state).

J. Karborani

Signature of Authorized Officer or Agent

Jennifer Karborani - V-President

Printed Name and Title of Authorized Officer or Agent

SUBSCRIBED AND SWORN BEFORE ME
ON THIS THE 3rd DAY OF November, 20 25.

~~NOTARY PUBLIC~~

My Commission Expires:



JASON GARCIA
Commission # HH 698965
Expires July 30, 2029

Minimum Qualification Requirements

Tumblebees Gymnastics affirms compliance with all minimum qualification requirements as outlined in Section III of this RFP. The company has been **continuously engaged for more than five (5) years** in providing gymnastics instruction and recreational programming services of similar scope and size to those described herein.

Documentation verifying these qualifications, including **Exhibit Form A – Reference Form** and descriptions of **three (3) comparable engagements satisfactorily performed within the past five (5) years**, is provided in **Section IV – Past Performance and References**, beginning on **page 110**.

In addition, Tumblebees Gymnastics confirms that **all instructors assigned to the City contract** are certified and maintain **active credentials** in the following areas:

- **USA Gymnastics Safety Certification**
- **U.S. Center for SafeSport Training**
- **Cardiopulmonary Resuscitation (CPR), First Aid, and AED Certification**

Further, additional certifications individualized for each level of coach manager—including college degrees, USA Gymnastics judging credentials, specialized course certifications—are also included for reference.

Copies of all current and valid licenses, certifications, and credentials are provided in the following sections for verification: **Corporate Active Status** (pp. 20–21), **Club Licenses** (p. 34), **Proposer Licenses & Certifications** (pp. 39–40), and **Key Personnel Licenses & Certifications** (pp. 49–52).

State of Florida

Department of State

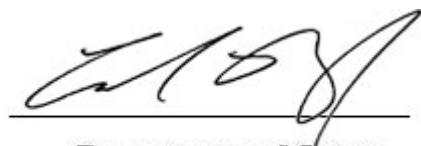
I certify from the records of this office that TUMBLE BEES GYMNASTICS INC. is a corporation organized under the laws of the State of Florida, filed on June 21, 2004, effective June 14, 2004.

The document number of this corporation is P04000095204.

I further certify that said corporation has paid all fees due this office through December 31, 2025, that its most recent annual report/uniform business report was filed on February 8, 2025, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Fourth day of November, 2025*



A handwritten signature in black ink, appearing to read "T. S. J.", followed by a horizontal line and the title "Secretary of State" in a serif font.

Tracking Number: 4001537008CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

State of Florida

Department of State

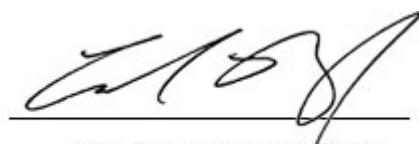
I certify from the records of this office that TUMBLEBEES CORAL GABLES, INC. is a corporation organized under the laws of the State of Florida, filed on December 7, 2020.

The document number of this corporation is P20000093583.

I further certify that said corporation has paid all fees due this office through December 31, 2025, that its most recent annual report/uniform business report was filed on February 8, 2025, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Fourth day of November, 2025*



A handwritten signature in black ink, appearing to read "T. S. J." followed by a horizontal line.

Secretary of State

Tracking Number: 4924199106CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

CITY OF CORAL GABLES
FINANCE DEPARTMENT/PROCUREMENT DIVISION
LOBBYIST REGISTRATION FORM

SOLICITATION NAME/NUMBER: Gymnastics Programming Services RFP 2025-044

The Bidder/Proposer certifies that it understands if it has retained a lobbyist(s) to lobby in connection with this specific competitive solicitation that each lobbyist retained has timely filed the registration or amended registration required under the City of Coral Gables Lobbyist Registration requirement pursuant to Ordinance 2021-24 as outlined below:

Lobbyist means an individual, firm, corporation, partnership, or other legal entity employed or retained, whether paid or not, by a principal, or that contracts with a third-party for economic consideration to perform lobbying activities on behalf of a principal.

Lobbying activity means any attempt to influence or encourage the passage or defeat of, or modification to, governmental actions, including, but not limited to, ordinances, resolutions, rules, regulations, executive orders, and procurement actions or decisions of the city commission, the mayor, any city board or committee, or any city personnel. The term "lobbying activity" encompasses all forms of communication, whether oral, written, or electronic, during the entire decision-making process on actions, decisions, or recommendations which foreseeably will be heard or reviewed by city personnel. This definition shall be subject to the exceptions stated below.

Procurement matter means the city's processes for the purchase of goods and services, including, but not limited to, processes related to the acquisition of: technology; public works; design services; construction, professional architecture, engineering, landscape architecture, land surveying, and mapping services; the purchase, lease or sale of real property; and the acquisition, granting, or other interest in real property.

City personnel means those city officials, officers and employees who are entrusted with the day-to-day policy setting, operation, and management of certain defined city functions or areas of responsibility, even though ultimate responsibility for such functions or areas rests with the city commission, with the exception of the City Attorney, Deputy City Attorney, and Assistant City Attorneys, advisory personnel (members of city advisory boards and agencies whose sole or primary responsibility is to recommend legislation or give advice to the city commission); and any employee of a city department or division with the authority to participate in procurement matters, when the communication involves such procurement.

Affidavit requirement. The following provisions shall apply to certain individuals who, in procurement matters participate in oral presentations or recorded negotiation meetings and sessions:

- a. The principal shall list on an affidavit form, provided by the City, all technical experts or employees of the principal whose normal scope of employment does not include lobbying activities and whose sole participation in the city procurement matter involves an appearance and participation in a city procurement matter involves an appearance and participation in an oral presentation before a city certification, evaluation, selection, technical review or similar committee, or recorded negotiation meetings or sessions.
- b. No person shall appear before any procurement committee or at any procurement negotiation meeting or session on behalf of a principal unless he/she has been listed as part of the principal's presentation or negotiation team or has registered as a lobbyist. For purposes of this subsection only, the listed members of the oral presentation or negotiation team shall not be required to separately register as lobbyists or pay any registration fees. The affidavit will be filed by the city procurement staff with the city clerk at the after the proposal is submitted or prior to the recorded negotiation meeting or session. Notwithstanding the foregoing, any person who engages in lobbying activities in addition to appearing before a procurement committee to make an oral presentation, or at a recorded procurement negotiation meeting or session, shall comply with all lobbyist registration requirements.

The Bidder/Proposer hereby certifies that: (select one)

It has not retained a lobbyist(s) to lobby in connection with this competitive solicitation; however, if one is retained anytime during the competitive process and prior to contract execution for this project, the lobbyist will properly register with the City Clerk's Office within two (2) business days of being retained with copy to the city procurement staff.

It has retained a lobbyist(s) to lobby in connection with this competitive solicitation and certified that each lobbyist retained has timely filed the registration or amended registration required under the City of Coral Gables

Lobbyist Registration requirement pursuant to Ordinance 2021-24 Section and that the required affidavit has been properly filed

It is a requirement of this solicitation that the following information be provided for all lobbyists retained to lobby in connection with this solicitation be listed below:

Name of Lobbyist: Jennifer Karborani
Lobbyist's Firm (if applicable): Tumblebees Gymnastics
Phone: 786-383-6783
E-mail: Jenny@tbgyms.com

Name of Lobbyist: Dena Karborani
Lobbyist's Firm (if applicable): Tumblebees Gymnastics
Phone: 305-788-4730
E-mail: Coralgables@tbgyms.com

Name of Lobbyist: Andrea Winston
Lobbyist's Firm (if applicable): Tumblebees Gymnastics
Phone: 305-934-3934
E-mail: awrohan@aol.com

Name of Lobbyist: _____
Lobbyist's Firm (if applicable): _____
Phone: _____
E-mail: _____

Authorized Signature: 
Printed Name: Jennifer Karborani
Date: 11/10/25
Title: Vice-President
Bidder/Proposer Name: Jennifer Karborani

CITY OF CORAL GABLES
FINANCE DEPARTMENT/PROCUREMENT DIVISION

LOBBYIST AFFIDAVIT

Solicitation Name/Number: Gymnastics Programming Services RFP 2025-044

The following provisions shall apply to certain individuals who, in procurement matters participate in oral presentations or recorded responsiveness, responsibility or negotiation meetings and sessions:

- a. The principal shall list below all technical experts or employees of the principal whose normal scope of employment does not include lobbying activities and whose sole participation in the city procurement matter involves an appearance and participation in an oral presentation before an evaluation, selection, technical review or similar committee, or recorded responsiveness, responsibility or negotiation meetings or sessions.
- b. No person shall appear before any procurement committee or at any procurement responsiveness, responsibility or negotiation meeting or session on behalf of a principal unless he/she has been listed as part of the principal's team pursuant to this affidavit or has registered as a lobbyist. For purposes affidavit only, the listed members of the oral presentation or negotiation team shall not be required to separately register as lobbyists or pay any registration fees.

This affidavit will be provided by the city procurement staff to the city clerk after the proposal is submitted or prior to the oral presentation. Any changes after the original affidavit is submitted by the proposer and prior to the oral presentations, an updated copy shall be presented to the Procurement Division and the City Clerk at least twenty-four (24) hours prior scheduled time for the oral presentation session. Notwithstanding the foregoing, any person who engages in lobbying activities in addition to appearing before a procurement committee to make an oral presentation, or at a recorded procurement negotiation meeting or session, shall comply with all lobbyist registration requirements.

List of employees & technical experts:

NAME	TITLE	ROLE	COMPANY/FIRM
Jennifer Karborani	Vice-President	Co-Owner - Manager	Tumblebees Gymnastics
Dena Karborani	Secretary	Manager	Tumblebees Gymnastics
Andrea Winston	President	Co-Owner - Manager	Tumblebees Gymnastics

CITY OF CORAL GABLES
FINANCE DEPARTMENT/PROCUREMENT DIVISION

LOBBYIST AFFIDAVIT

I do solemnly swear that all of the foregoing information is true and correct and I will fully comply with requirements of this affidavit and the associated City of Coral Gables Lobbyist Registration requirement pursuant to Ordinance 2021-24 Section.

Authorized Signature: Jenni

Printed Name: Jennifer Karborani Title: President

Date: 11/4/23

Bidder/Proposer's Name: _____

NOTARY PUBLIC

STATE OF Florida

COUNTY OF Miami-Dade

On this 3rd day of November, 2023, before me the undersigned Notary Public of the State of Florida, personally appeared Jenny Karborani (Name(s) of individual(s) who appeared before Notary

And whose name(s) is/are subscribes to within the instrument(s), and acknowledges it's execution.

NOTARY PUBLIC, STATE OF Florida

Jason Garcia

(Name of notary Public; Print, Stamp or Type as Commissioned.

SEAL OF OFFICE:

Personally know to me, or Produced

Identification:

FL Drivers License

(Type of Identification Produced)



JASON GARCIA
Commission # HH 698965
Expires July 30, 2029

SECTION II:

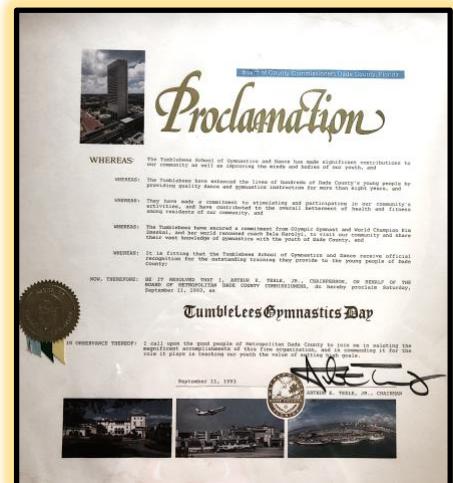
EXPERIENCE & PROPOSER'S QUALIFICATIONS

Company History & Qualifications

Tumblebees Gymnastics has proudly served Miami-Dade County and the South Florida community for more than **40 years**, growing into one of the region's most respected and successful gymnastics programs. Established in **1983**, Tumblebees has built a legacy of excellence in athletic instruction, youth development, and community engagement.

In 1993, Miami-Dade County officially proclaimed "**Tumblebees Gymnastics Day**" in recognition of our lasting contributions to children's health, fitness, and sportsmanship.

Over four decades, we have operated **seven fully equipped facilities**, managed **more than 40 satellite programs**, and served **over 30,000 participants** through classes, camps, and competitions. Today, our organization employs **over 40 certified coaches and staff members**, each trained and credentialed under **USA Gymnastics (USAG)** and **FIG (Fédération Internationale de Gymnastique)** standards.



MILESTONES (Early Years)

Tumblebees founded in Kendall, Florida (1983)

Tumblebees began operations in 1983 in a retail location in Kendall, Florida. Tumblebees of Kendall, located at the Snapper Creek Shopping Center, offered **preschool and beginner gymnastic** lessons to girls and boys ages 2 years to 12. Under the direction of owner/operator Andrea Winston, Tumblebees grew from an initial enrollment of **75 students in 1983**, to **more than 650 students in 1993**, in a **wide-range of classes and programs** including mommy-n-me, preschool, beginner, intermediate, advanced, girl's and boy's pre-team and competitive team programs, camps and exhibitions.

Tumblebees in Deerwood (1993)

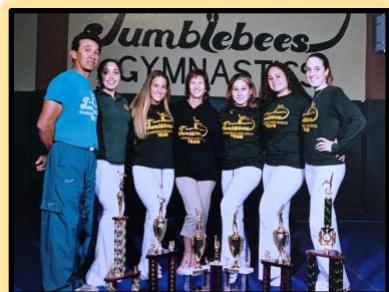
In 1993, Tumblebees opened a **2nd location** in the Deerwood Business Park near MetroZoo. This state-of-the-art 11,000 square foot facility included an in-ground foam pit, separate pre-school

and recreational/competitive gyms, dance room and a gymnast locker room. World-**famous Olympic coach Bela Karolyi along with Kim Zmeskal**, the 1991 World Champion and Olympic Team member christened this location in a Grand Opening event, attracting more than 1,000 local gymnasts and their families to the center. Along with this new location, Tumblebees **added new programs** to the product mix including Aerobics, Ballet, Hip-Hop, Jazz, Competitive Trampoline Training, Cheerleading and an assortment of Birthday Party Packages for busy moms and their children.

The Deerwood facility was built to accommodate a growing & highly successful girls competitive team, and to host officially sanctioned gymnastic competitions. Tumblebees had more than **75 girls competing** in levels 2 through 8 in local, regional and national level competitions. Several Tumblebees' Team girls achieved recognition and placement at the national level. Tumblebees also managed and **directed many officially sanctioned gymnastics competitions** for USA Gymnastics (USAG), Amateur Athletic Union (AAU) and Universal Gymnastic Conference (UGC) leagues. These competitions attracted gymnasts and their parents from all over the state of Florida

Tumblebees in City of Coral Gables (1997–2004)

In 1997, Tumblebees Gymnastics was awarded the contract to operate the City of Coral Gables' gymnastics program at the **Youth Center**. Under Tumblebees' management, enrollment grew to over **400 students—the highest in the program's history**—and the gym became the facility's top-grossing contractor, with revenue increasing 20% in two years and 25% in five.



During this period, Tumblebees launched several successful initiatives, including competitive Boys' and Girls' Teams with award-winning results, **reinstatement of the Junior Orange Bowl Gymnastics Competition**, **creation of the Bees Skill Progression System**, a visit from Olympic Coach Béla Károlyi for a **Special Olympics campaign**, a popular Friday Night Open Gym, and the Youth Center's largest summer camp.

Tumblebees at West Kendall & Doral Centers (2001)

In 2001, Tumblebees opened **two new facilities** simultaneously, in West Kendall (Hammocks Town Center) and in the Doral area of Miami. The **West Kendall center was a small pre-school and beginner gymnasium**. The **Doral center was another competitive level facility** with a full complement of equipment and class programs from preschool levels through competitive team levels for boys and girls, as well as cheerleading, camps and birthday party programs.

CURRENT STUDIOS

Tumblebees Gymnastics (Kendall, Florida) 2004 – Present

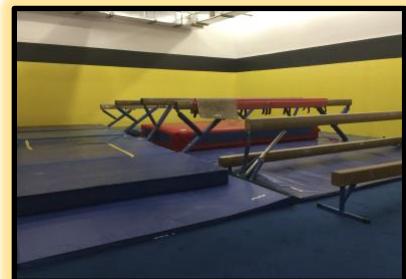
In 2004, Tumblebees Gymnastics opened its **Olympic Gymnastics Center** in the Snapper Creek area of Kendall, Florida. This **10,000-square-foot facility** features an in-ground training pit, prime frontage on SW 117th Avenue, and rear visibility from the Florida Turnpike. The center serves **500–650 students** monthly, **hosts 8–10 birthday parties** monthly, and welcomes **20–40** children weekly for **Parent's Night Out**. Its competitive girls' team includes over 100 members.



Today, more than 500 boys and girls receive instruction each month at the Kendall facility. With a professional staff of **approximately 20 USA Gymnastics-certified coaches and managers**, the program offers a full range of classes, including Mommy & Me, preschool, recreational, pre-team, and competitive levels, as well as cheerleading, tumbling, private lessons, camps, and special events. Programs also extend to teen, adult, and special needs participants.



Tumblebees is recognized as one of the **top girls' competitive programs in the nation**, competing in both USAG Levels and Xcel divisions. Known as a "powerhouse" gym in Florida, Tumblebees athletes earn **34–65 Florida State titles annually**, with several gymnasts named to the USA Gymnastics Diamond Team, TOPs National & Developmental Teams, and Florida's Regional Championship teams.



Our coaching staff includes **two certified judges**—one under USA Gymnastics and one under the International Gymnastics Federation (FIG), **Olympic Judge for our 2024 Paris Olympic Games**, as well as the former **Florida State Director for the USA Gymnastics TOPs Program**.

Tumblebees is also home to a **homeschool competitive gymnastics program**, allowing student-athletes to train during the day while completing academic studies at home. This program is preparing many for future college scholarship opportunities and maximizing productive use of the facility throughout the day.

Tumblebees Gymnastics Jupiter (Jupiter, FL) 2016 – Present

Tumblebees acquired a locally run gym in Jupiter, Florida, that was failing at the end of 2016. We re-staffed the gym, trained coaches, hired key personnel and management, and within less than 1 year turned the location into a profitable, well-respected gymnastics program for boys & girls in the Palm Beach/Jupiter area. Boasting **over 400 students** and a **Girls team (55 members strong)**, along with **Boy's Team (20 members)**, creating one of the highest ranking competitive programs in the area (mid-state). Summer camp enrollment tripled within 3 years of purchase of this location/gym.

Our complete dedication to excellent customer service satisfaction, as well as up-to-date skill progressions, has enabled us to build a large program to continue to brand our good name & reputation in the State.

Tumblebees Jupiter has established itself within the community as a trusted children's facility. We have begun to host local in-house competitions at this location and provided a **Remote Learning Program** for Covid-19 in August 2020. We were able to help many families by providing supervision & schooling for those in need during the day.



Tumblebees Jupiter's gym location has allowed us to have a **fully comprehensive recreational & competitive team program** throughout the State of Florida. It has allowed us to dominate at competitions & have high placements within our State. This facility is also over **10,000 sq ft** and run by **approximately 15 employees**.

Tumblebees Gymnastics Coral Gables (Coral Gables, FL) 2021 – Present

In 2020, Tumblebees Gymnastics, under the direction of Jennifer Karborani, was awarded the bid to operate the gymnastics program at the Coral Gables Youth Center. Since then, we have significantly increased both enrollment and revenue for the City.

What began post-COVID with fewer than 15 competitive team members has grown to **over 65 competitive athletes, 30 development team members, and over 400 recreational athletes** monthly. Our competitive program has grown to be one of the most highly recognized in Florida, and is currently **one of the top Xcel programs in the state and region**, having earned first place for the past four consecutive years.

All classes now operate at full capacity, and our **camps are consistently sold out**, maintaining a waitlist of more than 40 children weekly. In addition to our full program, we proudly **host birthday parties**, an **annual Halloween Gym Party for over 100 children** with their families, as well as our yearly **Team Banquet and Holiday Party**, both of which celebrate our athletes and bring the community together.



Tumblebees Gymnastics, remains dedicated to the Coral Gables community and to providing exceptional gymnastics instruction and memorable experiences for its residents. We have greatly enjoyed working with the City and hope to continue this valued partnership—serving families, supporting youth development, and contributing to the continued growth and excellence of Coral Gables for years to come.

PUBLIC SECTOR HISTORY

Tumblebees Traveling Programs (1987 – Present)

In 1987, because of continued growth and demand for gymnastics from students living too far from a Tumblebees facility, Tumblebees initiated a traveling program. Tumblebees operated pre-school through beginner level gymnastic programs at more than 20 Miami-Dade area private and public schools, and hosts numerous holiday and seasonal shows. Tumblebees maintained a warehouse of gymnastic equipment in the Miami area to support this operation, as well as the other Tumblebees' gym facilities. We have instructed at:

Riveria Day School
Hamel Pre-School
Tauber Day School
Gordon Day School
Creative Learning Center
ABC School Doral
Carrollton School
St.Thomas Episcopal School

Temple Bet Shira Pre-School
Beth-Am Day School
Pinecrest Presbyterian Church
Salvation Army Day School
Bet Brieria Day School
Temple Beth-David Pre-School
Miami Beach Parks & Rec
Heritage School

Temple Judea Pre-School
Sunset Christian Academy
Oxford Academy
Temple Samuel Or Pre-School
Sunset Kids Learning Center
Roig Academy
Kings Bay Meadow Day School
Kinder-Care Kendall

Dave & Mary Alper Jewish Community Center (1987 – Present)

Tumblebees' program at the JCC originally began with a small instructional offering in one of the Early Childhood Development classrooms. Through the years, the program has grown in size and scope, becoming one of the most popular children's activities at the JCC and provided both year-round pre-school & after-school programming for gymnastics & ballet. Tumblebees provided 2 Gymnastic Summer Camps for ages 18 months thru teenage and Special Needs Camp for over 10 years. This growth prompted the JCC organization to provide a dedicated facility (2500 square feet) for the Tumblebees program, to accommodate more than 150 participants in gymnastic classes and summer camp program for a two year period.



Michael Russel/Sanford Ziff North Miami (JCC) (2010 – 2014)

Tumblebees Gymnastics was chosen to be the Gymnastics provider for the re-opening of the gymnastics program in the North Miami JCC. This JCC location is one of the largest in the nation! This contractor based program included mom & tot, pre-school, recreational, competitive programs, and summer & seasonal camps. Tumblebees developed a new competitive girls team program that competed locally. We hosted our own summer camp program with high enrollment figures. We more than doubled enrollment from their previous contractor within less than 4 months of instruction. We had a stellar track record for over 3 years. Tumblebees also helped design their new dedicated space (5,000 sq ft) for a permanent gymnastics center at the JCC. This center was financed by a private donor whose family member was named the Director of Gymnastics and continued to build onto the program created by Tumblebees Gymnastics.

PUBLIC SECTOR PARTNERSHIP / FACILITY COLLABORATIONS

Miami Beach Convention Center (2024 -- 2025)

Served as the official host venue for our large-scale gymnastics event through a formal rental agreement. Coordinated directly with multiple City of Miami Beach departments to ensure full compliance with municipal requirements, including insurance, permitting, and operational regulations. Demonstrated successful partnership execution within a high-profile public facility, maintaining seamless communication and adherence to city standards throughout the event.



Miami Airport Convention Center (2023 – 2024)

Partnered with the venue through a formal rental agreement to host large-scale competitive events drawing regional and national participation. Worked directly with facility management and Miami-Dade County departments to meet all insurance, safety, and permitting requirements. Successfully executed multi-day operations within a public venue environment, maintaining compliance and strong coordination across all involved agencies.



Miami Springs Recreation Center (2021 – 2023)



Hosted multiple community-based gymnastics programs and events through a formal rental agreement with the City of Miami Springs. Coordinated directly with municipal staff to ensure compliance with facility policies, insurance requirements, and safety standards. Established a positive working relationship with city departments, demonstrating reliability and professionalism in managing youth sports programming within a public facility.



Licenses / Club Membership



Tumblebees Gymnastics Miami (Active) ▾

Club Information UPDATE

Club #	23980
Name	Tumblebees Gymnastics Miami
Abbreviated Name	6950 SW 117 Ave
Street Address	Miami, FL 33183
Mailing Address	4900 Alhambra Circle Coral Gables, FL 33146
Phone	(305) 596-2337
Web Site	http://www.tbgyms.com
Club Email	jenny@tbgyms.com

Membership Information

Type	Member Club
W <input checked="" type="checkbox"/>	
Status	Active
Expiration	07/31/2026

Tumblebees Gymnastics Coral Gables (Active) ▾

Club Information UPDATE

Club #	36732
Name	Tumblebees Gymnastics Coral Gables
Abbreviated Name	405 University Drive
Street Address	Coral Gables, FL 33134
Mailing Address	4900 Alhambra Circle Coral Gables, FL 33146
Phone	(305) 460-5615
Web Site	http://www.tbgyms.com
Club Email	jenny@tbgyms.com

Membership Information

Type	Member Club
W <input checked="" type="checkbox"/>	
Status	Active
Expiration	07/31/2026

Capacity to Meet City's Needs

To avoid repeating information already detailed in prior sections, please see our responses under ***Understanding the RFP / Approach & Implementation Plan*** and ***Labor Resources & Proposed Ability to Perform Services***. Those sections fully outline our staffing model, operational structure, instructional systems, and established processes for communication, safety, scheduling, and equipment management.

Tumblebees' capacity to meet the City's needs is further demonstrated by our successful performance at the Coral Gables Youth Center over the past several years. We already have the staffing, curriculum, equipment logistics, safety protocols, and administrative systems in place to operate the program efficiently and reliably. With these systems fully functioning and supported by resources from our other locations, the City benefits from a provider with no transition period and a proven ability to continue delivering high-quality services without interruption.

Relevant Knowledge & Experience

Proposer 1



Jennifer Karborani DPT, COMT

Having been a **resident of Coral Gables** for over 40 years, I have a lifelong connection to this community. My family has lived, worked, and owned a restaurant in Coral Gables for decades, and I have proudly managed the gymnastics program contract at the Coral Gables Youth Center for the past five years. I take great pride in **understanding the City's commitment to excellence** and the high standards its residents expect. That same commitment guides my approach to business, leadership, and community partnership.

Early Gymnastics Journey (Age 8–14)

I began my gymnastics journey at the **Coral Gables Youth Center** (CGYC) at age eight and continued until the facility closed for renovations. I then trained competitively at a local gym through age fourteen, developing a lifelong passion for the sport.

Coaching Beginnings (Age 15–2003)

At fifteen, I began coaching while completing school service hours at the **Youth Center** and was soon offered my **first coaching position with Tumblebees Gymnastics**.

Over the years, I advanced under Tumblebees' founding owner from Coach to Competitive Team **Director by 2003**. In this role, I worked closely with Youth Center management to meet City expectations, completed required training, and helped integrate gymnastics into the City's summer camp program. As **Head Coach of the Girls' Team**, I tripled enrollment and led athletes to compete successfully throughout Florida.

Program Growth and Expansion (2003–2010)

When Gym Kidz later obtained the Youth Center contract, I chose to remain with Tumblebees, assisting with the company's **relocation to Kendall** and continuing to support the program's growth. Before relocating, I **managed and instructed at multiple satellite and public-sector programs**, including Riviera Day School, the Kendall JCC, and other community sites across Miami-Dade County. From 2004 to 2010, I **directed and managed the Tumblebees Gymnastics Program** while pursuing my **Doctorate in Physical Therapy**, and upon graduating in 2010, I became a **co-owner of Tumblebees Gymnastics**.

Leadership and Modernization (2010–2016)

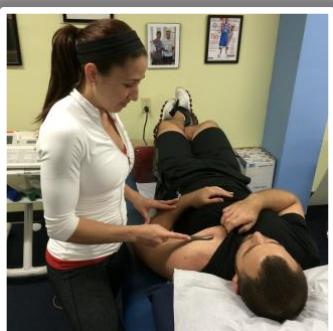
As co-owner, I implemented key advancements that **modernized our operations**, including management software integration, a user-friendly website, and professional marketing initiatives. I also helped purchase and expand our commercial facility, adding a state-of-the-art in-ground foam pit.



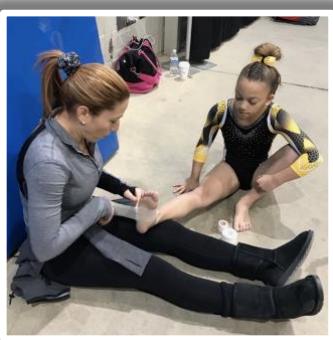
Post-performance



Post-camp photo at the Karolyi Ranch



Treating Patients at Select Physical Therapy



Treating our athletes

Now celebrating my 25th year coaching gymnastics, I've led **numerous State and Regional Championship teams** and helped Tumblebees become one of the leading gymnastics programs in Florida and nationally recognized for excellence.

Expansion to Jupiter, Florida (2016–2019)

In 2016, I **expanded the Tumblebees program to Jupiter, Florida**, transforming a failing gym of fewer than 75 students into one with over 300 in just 3.5 years. I introduced new initiatives such as the Remote Learning Program and the Talent Opportunity Program (TOPs).

Following our athletes' success, I was appointed **Florida State Manager for USA Gymnastics TOPs**, where I organized and judged statewide testing and attended training camps with my athletes at the **U.S. Olympic Training Center**.

Physical Therapy and Athlete Development (Pre–COVID)

Before COVID-19, I worked per diem as a **Physical Therapist with Select Physical Therapy**, treating orthopedic injuries and conducting Functional Capacity Evaluations. My clinical expertise has **enhanced athlete safety** and performance at Tumblebees by integrating therapeutic principles into **training and leading staff workshops** on biomechanics, muscle balance, and injury prevention.

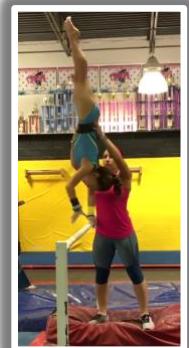
City of Coral Gables Partnership (2020–Present)

In 2020, I was awarded the **City of Coral Gables contract** to manage and operate the gymnastics program at the Coral Gables Youth Center. At that time, the program was recovering from low **post-COVID** enrollment. Through strong leadership and community engagement, I **revitalized and expanded the program** into a thriving, full-capacity operation.

Today, the Youth Center serves over 600 students and maintains a pre-competitive and competitive team of more than 95 athletes, making it one of the **most successful and in-demand programs in the region**.

Commitment to Excellence

With over **25 years of coaching experience** and **15 years as a business owner**, I bring extensive knowledge, leadership, and a proven record of results. My **deep roots in Coral Gables** and long-standing relationship with the City give me a clear understanding of its standards and values, which I am proud to uphold. It would be an honor to continue enhancing the Youth Center's gymnastics program and help it truly "**BEE the BEST it can be!**"



Relevant Knowledge & Experience

Proposer 2



Andrea Rohan Winston

While I resided in the Coral Gables area for school age years through college, my **gymnastics home** was always the **Coral Gables Youth Center** since the age of 14 yrs. I did gymnastics there weekly until high school graduation and was sad to leave for college. Upon returning after graduation I accepted a part-time job with Jeanette Hunt and began my working relationship with the CGYC. I took great pride when years later I was contacted again by Jill Gates to **help design, purchase equipment, and to be the first gymnastics contractor to the City's** beautiful new cornerstone of Coral Gables. I am extremely capable of continuing the responsibility and aware of the needs and expectations the City has for its esteemed gymnastic program and residents.

Upon resettling in Miami in the early 1980's, I began coaching gymnastics again through the CGYC and their **summer camp program at Ponce de Leon Jr. High** until I was recruited by **K-Land** in Kendall to manage/direct their gymnastics program they had built dedicated space for. Within a short amount of time, I more than **tripled the enrollment** and was given space to **open a dance studio**, also to create another lucrative program for them. I was hugely responsible for all aspects of a gymnastics program & dance studio and received a sub-contractor split for gross income.

After a short time as K-Land's Gymnastics Manager, I was lured away by private business owner of **Tumblebees Gymnastics in 1985** to be their **Gymnastics Director**. Within 6 months of improving the gym program, content, & staff, I was invited to buy into a partnership. By the end of 6 years I became the **sole owner of Tumblebees Gymnastics, Inc.** I have been involved with many ownerships of gymnastic studios throughout Dade & Broward county. My longest owned gym is of course our **flagship location in Kendall**, boasting to be the **most successful gymnastic academy in Dade county**. Over a **40 year history of ownership**, I have learned the success of managing, operating, and serving the public sector. My expertise was earned through years of dedicated hard work to '*BEE the BEST I can be!*'

In the late 1980's and into 1990's I then began a **mobile gymnastics program** to help with the growing needs schools and daycares had to bring in specialty instruction or after-school programming. **Tumblebees-To-Go, Inc.** was formed and has taught successfully at over 30 local area **private & charter schools as well as daycares**. This is how I have the most knowledge of satisfying public sector clients. Then Tumblebees expanded more fully into designated space areas for serving the public sector through the **JCC in Kendall** and became the **daily sub-contractor** to the **After-school program Director of Temple Beth-Am Day School**. I learned how to staff alternate programs to compliment Tumblebees such as Ballet, Creative Movement, Lil Kickers (soccer), cheerleading, and physical education. Tumblebees became a source for school's to hire part-time instructors with expertise. We worked as **contractors for The Gordon Day School, Bet Briera School, Tauber School and JCC Early Childhood Center** providing Physical Education programs and gymnastics instruction.

Coupled with having been the original founder and current contractor of the Gymnastic program at the CGYC (1997 – 2004, 2021 - 2026), I have a full understanding of all the programs and activities that can be offered by the gymnastics center. I am excited about the opportunity to remain contracted at the CGYC and continue to bring excellence to the reputation of the program for the City.

Expanding Tumblebees Gymnastics in the Kendall area and creating a training center for high level gymnastics and expertise was always a dream of mine until mentoring and partnering with Jennifer Karborani. Together we built the programs and competitive teams that share **huge success in the State of Florida**. Our reputation is stellar and our **partnership is solid!**

In 2010 Tumblebees was invited to **take-over and re-build the MAR/JCC Gymnastics Program** at their North Miami facility. With newly trained staff and a hired Team Coach, safety check & equipment purchases, the Tumblebees run program became very successful quickly. **Our positive reinforcement and excellent customer service separate us from other providers.** Tumblebees is able to recognize the problems in a program or staffing, identify them and fix them ASAP.

Tumblebees once again saw the opportunity to grow, and in 2016 I was part of the management team that **purchased and opened Tumblebees Jupiter, Inc.** Providing us with another outlet to use our expertise, knowledge and capabilities to build a powerhouse gym in the middle of the State. The Jupiter location boasts a **fully recreational and pre-school orientated program** with dedicated space and an active girls & boys competitive team. Our boys team was 4th in the State only after 3 years of our ownership and direction. I enjoy motivating instructors and coming up with ideas and fun ways to implement learning and teaching for all involved. The interaction with families when their child succeeds is magical!

My work experience is stellar, as is my dedication. I pride myself on service to my clients. After being in **Dade County for over 40 years** and extremely successful in the sport of gymnastics and numerous running schools & facilities, I am excited to stay at the CGYC and to be challenged with continued growth of the program to 'BEE the BEST it can be!".

“Under the guidance and leadership of Ms. Andi Rohan, I have seen only wonderful growth and participation in our gymnastics program.”

-Gary Bomzer
Former Executive Director at MAR/JCC

“Ms. Rohan has directed her program in an exemplary manner and has met the requirements as outlined in the professional services agreement with the City.”

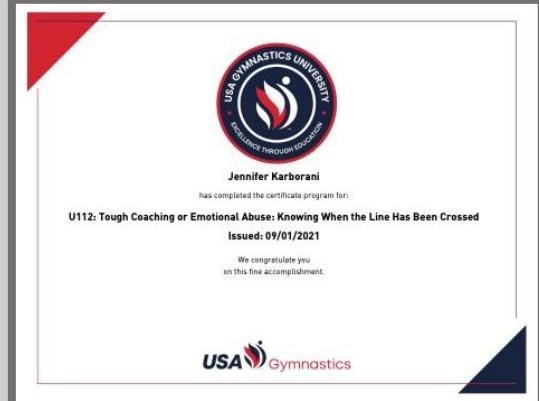
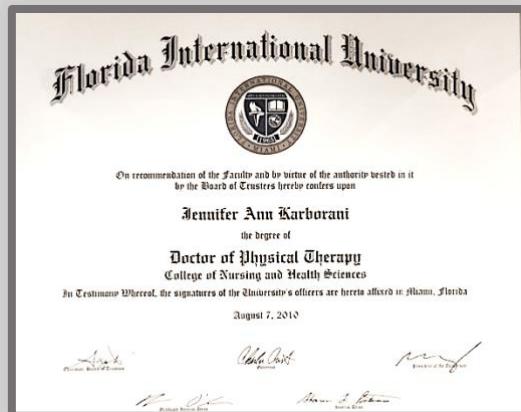
-Joseph R. Abel
Former Parks & Recreational Director City of Coral Gables

“Ms. Rohan is directly responsible for providing the JCC a high quality Gymnastics and Tumbling program.”

-Paul Frishman
Former Health & Fitness Direct at Dave & Mary Alper JCC

Proposer Certifications, Licenses & Diplomas

JENNIFER KARBORANI, DPT, COMT Co-owner / Program Director / Contract Manager



ANDREA ROHAN

Co-owner / Program Director / Contract Manager



JENNIFER KARBORANI DPT, COMT

CO-OWNER OF TUMBLEBEES GYMNASTICS, TUMBLEBEES CORAL GABLES & TUMBLEBEES JUPITER
DOCTOR OF PHYSICAL THERAPY

CONTACT

-  786-383-6783
-  Jenny@tbgyms.com
-  4900 Alhambra Circle Coral Gables
-  Instagram handle: @Jennyk_dpt

PROFESSIONAL PROFILE

With extensive experience as a professional gymnastics instructor, gym owner, and physical therapist, I bring a variety of qualities to the table when looking to hire or employ a professional like myself. I offer quality instruction and service, as well as excellent customer service & satisfaction to anyone I encounter in my professions. I hold a top notch reputation for having a strong work ethic; holding punctuality, customer service and organization as top qualities when running my businesses.

EXPERIENCE

GYMNASTICS STUDIO DIRECTOR, HEAD COACH, OWNER, GYM MANAGER

Tumblebees Gymnastics, Miami (2000) & Coral Gables (2021), Florida / 2000–Present

I began as a Head Coach and Director at Tumblebees from 2000-2010. In 2010, I became Co-Owner, Gym Manager & Director.

- Coaching gymnasts of all ages and ability levels, from mommy and me classes for 18 month old babies, to elite gymnasts going for college scholarship opportunities.
- Managed competitive team program which includes competition registrations, USAG memberships, uniform orders, & inventory stocking.
- Event planning for annual activities that include end-of-year awards banquet for over 200 guests, holiday parties for over 300 guests, beach workouts & field trips, charity events and fundraisers.
- Introduced the USA Gymnastics TOPs Program to Tumblebees for young talented athletes between the ages of 6-10 years.
- Put together competitive and recreational handbooks for distribution to our members.
- Organized in-house competitions, try-out sessions, and holiday exhibitions.

USA GYMNASTICS TOPS STATE MANAGER

USA Gymnastics, Indianapolis, IN / 2017 – Present

I was elected by USA Gymnastics as the State Manager for the TOPs Program.

- Organized and hosted several TOPs testing events throughout the States.
- Judged TOPs athletes at the state testing level.
- Calculated scores and submissions to USA Gymnastics office.
- Attended several training camps with qualified athletes at the Olympic Training Center.
- Offered multiple educational lectures, including at our State Clinic to introduce the TOPs program to gyms interested in following the Elite Gymnastics track.

CERTIFICATIONS

- Certified Manual Therapist by the Ola Grimbsy Institute (COMT)
- Safe Sport Certified by USA Gymnastics
- Safety Certified by USA Gymnastics
- CrossFit Gymnastics Certified
- USA Gymnastics Judge Certification Rating for Levels 1-5
- CRR & AED Certified
- Panel Judge for Miss Fitness USA

LANGUAGES

ENGLISH | Proficient

SPANISH | Minimal Understanding

EXPERTISE & SKILLS

- Customer Service Satisfaction
- Social Media Advertisement
- Event Planning
- Employee/Customer Communication
- Email Marketing
- Problem Solving
- Organizational Skills
- Team Leadership

ACHIEVEMENT

ALL-AMERICAN CHEERLEADER

Regional Clinic
2007, North Carolina

COACH OF THE YEAR

Tumblebees Gymnastics
2001 through 2003, Coral Gables

USAG TOPS STATE MANAGER

USA Gymnastics
2018-Present, Indianapolis

CO-CAPTAIN COLLEGE CHEER TEAM

Florida International University
2006-2007, Miami

INTERESTS

- Traveling
- Social Media
- Orange Theory
- CrossFit / Weightlifting
- Pilates
- Reading

SOCIAL

 Jennifer Karborani
 @jennyk_dpt

EXPERIENCE continued

PHYSICAL THERAPIST

Select Physical Therapy, Miami, Florida / 2011 – 2021

Employed as a Doctor of Physical Therapy for Select Medical at multiple outpatient centers as well as on the Disney Cruise Line.

- Evaluate and treat orthopedic injuries at Select Physical Therapy outpatient centers in Kendall, Doral, West Kendall, Miami Beach & Aventura.
- Evaluate and treat orthopedic injuries to the Disney performers and staff on the Disney Cruise Line.
- Attend continuing education courses and clinics to stay up-to-date with the latest changes in regards to orthopedic medicine.
- Performed Functional Capacity Evaluations (FCE) for Workman's Compensation and Disability cases.
- Performed Work Evaluations for potential hires for numerous companies include Whole Foods Market.

GYMNASICS STUDIO OWNER

Tumblebees Jupiter, Jupiter, Florida / 2016 – Present

I introduced the Tumblebees program to the city of Jupiter with the opening of my second studio in 2016.

- Event planning for annual activities that include end-of-year awards banquet for over 120 guests, holiday parties for over 150 guests, beach workouts & field trips, charity events and fundraisers
- Put together competitive and recreational handbooks for distribution to our members.
- Organized and host in-house competitions, try-out sessions, and holiday exhibitions.
- Manage member accounts and yearly budgeting.

GYMNASICS COACH AT CORAL GABLES YOUTH CENTER

Tumblebees Gymnastics at the Coral Gables Youth Center 2000-1004

Head Coach and Program Director of Girl's Competitive Team. the Tumblebees program to the city of Jupiter with the opening of my second studio in 2016.

- Registered athletes for competitions and attended meets within the state of Florida.
- Organized and hosted award banquet annually.

REFERENCES

LOURDES JARAMILLO
Doctor of PT- Manager
Select Physical Therapy
jaramill@selectmedical.com
305-271-3223

ANDREA ROHAN
Co-Owner & Founder
Tumblebees Gymnastics
awrohan@aol.com
305-934-3934

TONI RAND
USAG Fla State Chairman
USA Gymnastics
amtwist@aol.com

ANDI ROHAN WINSTON

FOUNDER & PRESIDENT

📞 #305-934-3934
✉️ Awrohan@aol.com

A business professional with more than 50 years of experience in the sport of gymnastics and 40+ years managing and directing gymnastic centers and satellite school programs, at the recreational and competitive levels. Background includes 10 years of competitive experience in local, regional, and state levels, in New York and Florida.

EDUCATION

Georgia State University
Bachelor's Degree, Business Administration Management
1983

CERTIFICATION

USA Gymnastics Professional Member
USA Gymnastics Safety Certified
CPR, AED and 1st Aid Certified
Panel Judge for Miss Fitness USA

EXPERIENCE

Managing Director – Tumblebees Gymnastics

Coral Gables Youth Center, Coral Gables, FL / 1997-2004 & 2021-Current

- Managed 400+ member gymnastics program for the City of Coral Gables
- Directed competitive boys' & girls' teams; hosted Junior Orange Bowl meet
- Created "Bees Skill Progression System" and ran seasonal camps
- Highest revenue-producing contractor program during term
- Held Annual End-of-the-Year Olympic Week

Managing Director – Tumblebees Gymnastics

North Miami Beach MAR/JCC, N. Miami, Florida / 2010-2014

- Managed 200+ member gymnastics program at one of the nation's largest JCC campuses
- Hired, trained, and certified staff to launch preschool, recreational, teen, and team programs
- Designed equipment layout and rotations to maximize athlete participation
- Created class schedules, program content, and assisted with marketing campaigns
- Implemented full-day summer/winter camps with extended care
- Built a competitive team that participated in local meets
- Sponsored Olympian Aly Raisman for athlete engagement

Managing Director- Tumblebees Gymnastics

Dave & Mary Alper JCC, Kendall, Florida / 1987-2001

- Directed two summer camps for recreational and early childhood programs
- Designed and launched the JCC's first after-school gymnastics program
- Instructed ages 18 months–12 years for 10+ years
- Program moved with the JCC to its new facility with dedicated space

ANDI ROHAN WINSTON

FOUNDER & PRESIDENT

Owner/Operator- Tumblebees Gymnastics, Miami, Florida **1985-Present**

- Directed operations for one of South Florida's largest gymnastics schools with six centers
- Grew annual revenue from \$50K to \$750K over 10 years
- Created financial, payroll, and operational control systems
- Developed satellite programs serving 30+ public & private schools
- Managed and hosted AAU, USAG, and UGC sanctioned competitions
- Hired and trained management and coaches; established USAG Safety & CPR/First Aid compliance

Owner/Operator- Tumblebees Gymnastics, Jupiter, Florida **2016- Present**

- Purchased and developed Tumblebees' second Florida location; grew to 400+ students
- Built girls' and boys' competitive teams within three years
- Hired, trained, and certified staff in the BEES Skill Progression System
- Upgraded facility safety, equipment, and child-friendly environment
- Tripled enrollment in summer and school break camps by year three
- Grew Open Gym & Parent's Night Out to 60+ children weekly

Managing Director **1984-1985**

- Created and implemented a new gymnastics program at K-Land
- Increased enrollment from 180 to 350+ in two years
- Launched Pre-Team and Team programs
- Supervised the Dance Instructor and dance program

KEY PERSONNEL



DENA MARIE KARBORANI

Office Manager / Administrative Coordinator

Dena Marie Karborani is the Desk Manager at **Tumblebees Gymnastics Coral Gables**, where she helps keep everything running smoothly for families, students, and staff. She feels right at home in the **Coral Gables Youth Center**, as it was where her professional journey first began—working as part of **Club Play** for the City of Coral Gables. Returning to the place that gave her her first job opportunity, Dena continues to serve the community with the same passion and dedication that started her career.

A graduate of **Florida International University** with a **Bachelor's Degree in Elementary Education**, Dena brings over **20 years of experience** in education, customer service, and program management. She has proudly been part of the Tumblebees family for more than **15 years**, supporting both the recreational and competitive programs.

Dena oversees front-desk operations, class registration, scheduling, and communication with families, all while ensuring the gym remains organized, welcoming, and efficient. Her strong management background, attention to detail, and caring nature make her a trusted resource for both parents and staff.

She also prides herself on her **continued education in the management field** and her **active involvement with the Miami Grit Classic**, which has given her a well-rounded understanding of the sport from multiple perspectives, administrative, athletic, and community-based.

Dena's goal at Tumblebees is to combine her educational background, management experience, and love for the sport of gymnastics to help every student reach their full potential. She believes in creating an environment where each child feels supported, confident, and inspired to succeed in their athletic journey.

Certifications





CARLOS SANCHEZ

Program Development / Events Coordinator

Passionate about gymnastics and dedicated to excellence, Carlos has built an accomplished career spanning over **23 years** in coaching, judging, and gymnastics leadership. Known for his drive, organization, and ability to inspire athletes, he thrives on challenges and ambitious goals, helping gymnasts unlock their full potential through high-performance training.

His journey in gymnastics is marked by both athletic and academic excellence. He holds a **Bachelor's Degree in Law** from the Rafael Belloso Chacín University (2008) and an **MBA in Human Resources** (2019). In addition, he has completed multiple levels of certification through the **Gymnastics International Federation (FIG)**, including **Academy Levels I, II, and III** and numerous **International and Intercontinental Judging Courses**, most recently the **16th Olympic Cycle (2025–2028)** in Lausanne, Switzerland.

From **2009 to 2012**, he served as a **Coach for the Venezuelan National Team**, later joining **Tumblebees Gymnastics** in Florida as a **Competitive Coach (2012–2021)**. His leadership and vision led him to become **Competitive Program Director** in **2021** and later **General Manager** in **2023**. He also continues to serve as a **Venezuelan National Team Advisor** (since 2018) and as a **member of the Pan-American Gymnastics Union (PAGU) Women's Artistic Gymnastics Technical Committee** (since 2020).

A respected **FIG International and Intercontinental Judge**, he has represented his country and region at prestigious international events, including:

- The **Pan American Games** (Toronto 2015, Lima 2019, Santiago 2023)
- **World Championships** in Stuttgart (2019), Liverpool (2022), and numerous others
- **Olympic Games Paris 2024**, where she received the **Excellence in Judging Award**

His coaching experience includes participation in major international competitions such as the **Junior Olympic Games (Singapore 2010)**, multiple **World Artistic Gymnastics Championships**, and the **Pan American Games**. In the United States, she has been deeply involved in the **USAG Development Program**, **TOPS Training Camps**, and **Development Invite Camps**, contributing to athlete development at every level.

He also co-founded the **Miami Grit Classic**, an international gymnastics competition established in 2022, now recognized as a premier event in Florida's gymnastics community.

Fluent in **English and Spanish**, he is a visionary leader with a proven ability to guide organizations, motivate athletes, and manage large-scale sports events. His passion, precision, and professionalism continue to shape the future of gymnastics, both in the U.S. and internationally.

Certifications





NICOLE PAPPAS

Head Team Coach / Competitive Program Director

Nicole Pappas brings over 15 years of gymnastics coaching experience and a lifelong passion for the sport. She began gymnastics as a young girl in her hometown of New Jersey. In high school, she competed in All-Star Cheerleading, and it was during that time in 2010 that her coaching journey officially began. Nicole graduated from Montclair State University in 2014 with a double major in Psychology and Child Advocacy & Counseling. At just 18, she set out to build a competitive gymnastics program. She launched a successful USA Gymnastics competitive team, where she served as the head coach and program director for both the Compulsory and Xcel programs until 2021. Under her leadership, her athletes earned numerous state championships and set multiple state records.

In 2021, Nicole relocated to Florida to continue her coaching career at **Tumblebees**, where she now serves as the Head Team Coach and Competitive Program Director. Since joining the team, her Xcel athletes have achieved remarkable success including numerous Florida State and Region 8 Champions. For three consecutive years an athlete has earned a spot on the Florida State Team at Regionals. Each season, multiple athletes have earned perfect 10.00 scores. Under Nicole's leadership, her athletes consistently rank among America's Top 100 athletes. In 2025 Tumblebees Coral Gables was awarded for the most Xcel State Champions in the state of Florida.

Nicole is USA Gymnastics certified in Safe Sport and Safety and has undergone extensive hands-on spotting training. To Nicole, the gym is more than just a workplace, it's a second home and a second family. Her coaching philosophy focuses on instilling a strong work ethic, discipline, and personal growth, with a positive mindset as the key to success.

Certifications





ULISES RUBIO

Recreational Coach / Safety Coordinator

Ulises Rubio is a longest member of the **Tumblebees Gymnastics** family, where he has been proudly coaching for over **25 years**. With a lifelong dedication to both **education and gymnastics**, Ulises brings the perfect balance of structure, experience, and enthusiasm to every class he teaches.

Born in the **Dominican Republic**, Ulises began his athletic career as a member of the **Dominican Republic National Gymnastics Team**, where he trained and competed at an elite level. After concluding his competitive career, he went on to study at the **National School of Physical Education in Santo Domingo**, laying the foundation for his future as both a coach and an educator.

Ulises has been **coaching gymnastics since 1987**, sharing his passion and knowledge with athletes of all ages and skill levels. His expertise in technique, form, and progression makes him one of Tumblebees' most experienced recreational coaches.

In addition to his gymnastics background, Ulises earned his **Master of Arts in Teaching** from **Northeastern Illinois University** and is a **current school teacher in Miami-Dade County**. His professional experience in the classroom gives him a unique ability to connect with students, motivate them, and foster discipline and confidence, skills that translate seamlessly into his coaching style at Tumblebees.

Ulises's classes emphasize **fundamental skill development, strength, and coordination** in a supportive and engaging environment. His combined background in education and gymnastics allows him to guide each student toward their personal best, both as athletes and as individuals.

Certifications



Key Personnel Certifications & Diplomas

DENA MARIE KARBORANI

Office Manager / Administrative Coordinator



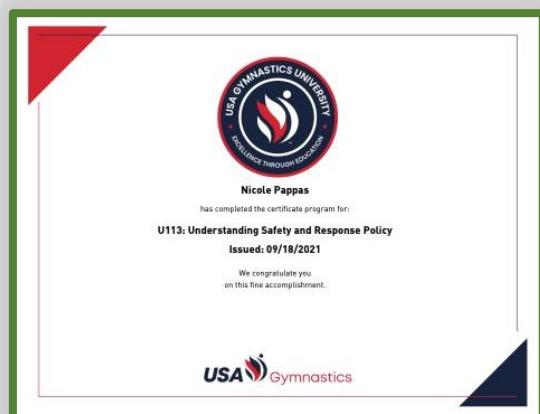
CARLOS SANCHEZ

Program Development / Events Coordinator



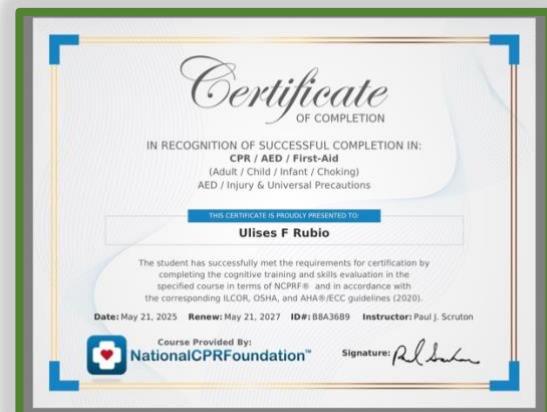
NICOLE PAPPAS

Head Team Coach / Competitive Program Director



ULISES RUBIO

Recreational Coach / Safety Coordinator





📍 Coral Gables, FL 33134
📞 (305) 788-4730
✉️ DenaKarborani@aol.com

SUMMARY

Detail-oriented professional with over 20 years of experience in customer service, education, and operations management. Demonstrated success in leadership, staff training, budgeting, and program coordination. Expertise in streamlining operations and enhancing productivity through effective strategies. Proven ability to improve office efficiency via strategic planning and prioritization.

SKILLS

- Microsoft Office Suite
- Budgeting and expense management
- Staff training and supervision
- Program coordination
- Facility safety and compliance
- Event management
- Curriculum development
- Jackrabbit software proficiency
- Customer relationship management
- Team leadership

DENA MARIE KARBORANI

EXPERIENCE

January 2020 - Current

Desk Manager & Assistant Program Manager Tumblebees Gymnastics | Coral Gables, FL

- Managed front desk operations and class registration using Jackrabbit software, achieving 99% reduction in registration errors.
- Contributed to curriculum development for gymnastics programs, resulting in significant enrollment growth over four years.
- Coordinated logistics for 12 coaches, ensuring efficient delivery of weekly classes and monthly events.
- Oversaw Miami Grit Classic as Co-Meet Coordinator, handling logistics for over 1,000 participants.
- Streamlined communication between coaches regarding student progress to enhance performance tracking.

February 2012 - August 2020

Owner / Manager Al's Coffee Shop | Coral Gables, FL

- Streamlined daily operations and staff scheduling to ensure efficient service delivery.
- Developed and executed marketing strategies to attract new customers effectively.
- Trained staff on customer service standards and product knowledge to enhance performance.
- Created welcoming atmosphere to boost customer experience and foster loyalty.
- Maintained compliance with health and safety regulations in food service operations.
- Cultivated relationships with existing clients through superior customer service practices.
- Oversaw budgeting and financial management to align with organizational goals.
- Supervised worker performance, focusing on productivity, efficiency, and cost savings initiatives.

August 2007 - August 2020

Office Manager Tumblebees Gymnastics | Miami, FL

- Oversaw daily office operations to ensure efficient front desk procedures.
- Coordinated class and event schedules to maximize facility utilization.
- Supervised administrative staff, providing clear guidance on tasks.
- Developed communication strategies to improve member engagement.
- Assisted in budget preparation, ensuring precise expense tracking.
- Tracked invoices and payments to uphold account accuracy.
- Monitored client payments and followed up on overdue balances.

- Managed front desk activities, greeting visitors and addressing inquiries efficiently.

August 2006 - January 2007

Internship Teacher Winston Park Elementary School | Miami, FL

- Delivered differentiated instruction to 2nd-grade students, tracking academic performance through district assessment benchmarks.
- Assisted in curriculum planning and facilitated weekly parent-teacher communication, improving alignment on student learning goals.

September 2001 - August 2006

Counselor / Director, My First Camp Coral Gables Youth Center | Coral Gables, FL

- Designed and implemented educational and recreational programs for children ages 3-6, supporting early social and learning skills for over 100 families annually.
- Led and supervised a team of 5 counselors during daily activities and field trips, maintaining safety protocols and ensuring smooth operations.

EDUCATION

December 2007

Bachelor of Science | Elementary Education

Florida International University, Miami, FL

ESOL Endorsed

CERTIFICATIONS

- CPR/AED & First Aid, 12/31/26
- SafeSport Certification - USA Gymnastics, 12/31/27
- Safety Certification - USA Gymnastics, 12/31/29

REFERENCES

Available upon request



CARLOS SANCHEZ

**Women's Artistic Gymnastics Coach,
Event Coordinator, & International Judge**

+1 786- 797-5543 • gymcarsan@gmail.com • Miami, Florida 33173

Driven professional with strong leadership and communication skills, excelling in team collaboration and program development. Adapt at managing operations, enhancing athlete performance, and fostering community relationships while meeting deadlines. Seeking to leverage expertise in athlete development and conditioning programs as a Women's Artistic Gymnastics Coach & International Judge.

Experience

JAN '23 - PRESENT

General Manager & Competitive Program Director | TUMBLEBEES GYMNASTICS, Miami, FL

- Oversees daily operations, staff management, program development, and community partnerships.
- Implements athlete development strategies and ensures compliance with USA Gymnastics standards.
- Strengthens relationships between coaches, parents, and the local sports community.
- Directed the competitive gymnastics program, managing athlete progression and meet participation.
- Coordinated staff training, technical planning, and event preparation.
- Developed strategic systems to enhance athlete retention and competition readiness.

MAR '22 - PRESENT

Event Planner & Coordinator | TUMBLEBEES GYMNASTICS CORAL GABLES, MIAMI & JUPITER, Florida

- Coordinated & executed annual events including awards banquets, holiday celebrations, & summer activities.
- Managed event logistics, décor, scheduling, and vendor coordination to ensure seamless experiences.

JAN '22 - PRESENT

Women's Technical Committee Member | VENEZUELAN GYMNASTICS FEDERATION
US

JAN '22 - PRESENT

Co-Founder | Miami Grit Classic, Miami, Florida

- Established a premier international gymnastics competition held annually in Miami, Florida.
- Successfully completed five competitions, attracting top-level participation across multiple nations.

JAN '20 - PRESENT

Women's Artistic Gymnastics Technical Committee Member | PAN-AMERICAN GYMNASTICS UNION
(UPAG/PAGU)

- Collaborates with continental experts to standardize judging criteria and promote gymnastics across the Americas.
- Participates in judge education and technical leadership for international competitions.

JAN '18 - PRESENT

National Team Advisor & Coach | VENEZUELAN NATIONAL TEAM, Miami, Florida

- Provides technical and strategic consulting for Venezuela's national women's gymnastics program.
- Supports long-term athlete development and competition planning.
- Coached elite athletes for international competitions including South American and Pan-American Championships.
- Developed technical plans and conditioning programs for Olympic-level preparation.

Education

JAN '19 MBA IN HUMAN RESOURCES

JAN '08 BACHELOR OF LAW UNIVERSIDAD RAFAEL BELLOSO CHACÍN

JAN '07 FIG ACADEMY LEVEL I, II, III

JAN '13 FIG INTERNATIONAL WAG JUDGE COURSE (13TH, 14TH, 15TH, & 16TH OLYMPIC CYCLE)

Skills

Fluent in English Fluent in Spanish Proficient in Microsoft Office Expertise in athlete development

Expertise in conditioning programs Strong leadership skills Strong communication skills

Strong organizational skills Visionary approach to program development

Visionary approach to team performance Proven ability to manage multiple projects

Proven ability to meet deadlines Effective problem-solving Effective decision-making

Judging Experience - Fig International Intercontinental Judge

South American Championships, Colombia, Chile, Peru, Argentina, Bolivia, Pan-American Games, Toronto, Lima, Santiago, World Championships, Stuttgart, Liverpool, Jakarta, Olympic Games, Paris, Junior & Senior Pan-American Championships.

Highlight: Judging the 2024 Paris OLYMPIC GAMES for Women Artistic Gymnastics

Certifications

CPR/ First-Aid Certification SafeSport (USA Gymnastics) Safety Certification (USA Gymnastics)

NICOLE M. PAPPAS

Competitive Coach and Program Director

CONTACT

Phone

201 452 4577

Email

nicole@tbgyms.com

Address

Miami, FL 33136

SKILLS

- Coaching and directing gymnastics programs for athletes of all ages, from recreational to competitive
- Lesson planning and practice session management
- Artistic choreography creation
- Staff training, supervision, and teamwork
- Program growth and enrollment management
- Camp, birthday, and event planning/execution
- Parent and family communication; customer service
- Social media management and marketing

CERTIFICATIONS

- U112: Tough Coaching or Emotional Abuse
- U113: Understanding Safety and Response Policy
- USA Gymnastics University: Instructor
- U110: SafeSport Trained
- U101: Safety & Risk Management

PROFESSIONAL SUMMARY

Forward-thinking Head Coach with proven track record of leading teams to achieve exceptional performance. Proactive in developing innovative training programs and fostering strong team culture. Assertive in decision-making and dedicated to driving success through effective communication and strategic planning. Excellent communicator, fostering positive relationships with athletes, parents, and staff. Optimistic leader with relentless focus on excellence and passion for motivating athletes to reach their full potential and program success.

EXPERIENCE

Competitive Gymnastics Coach & Program Director

Jul 2021 – Present
Coral Gables, FL

Tumblebees Gymnastics

- Lead and manage all aspects of the competitive gymnastics program, including athlete development, parent communication, and staff coordination.
- Implement structured class rotations to ensure organized, efficient, and skill-focused training sessions.
- Register competitive athletes for competitions and clinics, managing logistics and ensuring complete and accurate entries.
- Developed and launched a pre-development program to increase athlete enrollment and establish a clear progression pathway into the competitive team.
- Train and mentor staff to effectively spot, coach, and develop athletes on all apparatus.
- Manage scheduling, event planning, and organization of camps, birthdays, and special events.
- Serve as the primary point of contact for families, ensuring clear, professional, and supportive communication.
- Ensure program compliance with USA Gymnastics, following all rules and guidelines and completing required annual certifications.
- Grew the competitive program from 12 to 65+ athletes through strategic development, fostering a culture of excellence, teamwork, and continuous improvement.
- Achieved multiple state and regional USA Gymnastics Xcel Program championship titles.
- Attended the 2024 USA Gymnastics National Congress for continuing education and professional development.

Competitive Gymnastics Coach & Studio Manager

USA Twisterz

Jan 2014 – Jun 2021
Fairfield, NJ

- Founded and established the competitive gymnastics program from the opening of the studio, attended all competitions and training sessions while growing program enrollment each year.

REFERENCES

References available upon request

AWARDS

- Superior Performance Award – Florida 2025 State Meets: Recognized for Largest Number of Xcel State Champion Gymnasts
- #1 & #2 Highest All-Around Scores on America's Top 100 USA Gymnastics Xcel Bronze Gymnasts
- 3 Athletes from Tumblebees Coral Gables to qualify for the Regional State Team
- Coached athletes to perfect 10.0 scores, achieving a total of 30
- Led athletes to numerous All-Around State and Regional Championship titles

- Oversaw all studio operations, including staff hiring, training, scheduling, budgeting, and day-to-day operations.
- Managed the studio's social media accounts to promote the gym and expand program enrollment.
- Coordinated and executed studio events, including camps, birthdays, and field trips, generating additional revenue and enhancing customer experience.
- Managed financial operations, including membership billing, merchandise sales, and monthly reporting to ensure profitability and smooth operations.
- Developed and implemented strategies to grow recreational and competitive programs, resulting in increased gymnast retention and studio expansion.
- Supervised a team of coaches, ensuring high-quality instruction, safety compliance, and professional development.
- Maintained positive relationships with families, addressing customer questions, concerns, and complaints to ensure high levels of satisfaction.

Gymnastics Coach & Birthday Director

Planet Kidz

Jan 2010 – Jan 2014

Fairfield, NJ

- Coached recreational gymnastics classes for children from infants to high school students, gaining foundational experience in instruction and skill development.
- Led day camps and summer camp programs, managing activities, schedules, and staff to ensure smooth operations and a safe learning experience for all athletes.
- Worked with special needs children, adapting instruction to meet individual abilities and learning needs effectively.
- Attended USA Gymnastics Hands-On Training sessions to learn proper spotting techniques and effective gymnastics teaching methods.
- Built strong relationships with fellow coaches and staff, fostering a collaborative and supportive team environment.
- Planned and led high-energy birthday parties for up to 50 children, ensuring organized, safe, and enjoyable experiences for all participants.

EDUCATION

Bachelor of Arts (B.S.) in Psychology and Child Advocacy with Counseling

Montclair State University

May 2014

Montclair, NJ

Contact

305-438-8961



ulises@dadeschools.net



Miami, FL 33177



Professional Summary

Experienced educator with a strong background in adaptive learning, social skills training, and cooperative teaching strategies, fostering inclusive and engaging environments for diverse learners. Skilled in designing programs that promote physical activity, teamwork, and personal development. Eager to leverage teaching expertise and passion for child development as a Recreational Gymnastics Coach.

Skills

- Emotional support
- Adaptive learning
- Instructional strategies
- Parent-teacher communication
- Social skills training
- Cooperative learning

Experience

SECOND/FIFTH GRADE SELF-CONTAINED TEACHER

Jan 2009 - Present

MANDARIN LAKES K-8 – MIAMI-DADE PUBLIC SCHOOLS — Miami, FL

- Created & delivered engaging lessons that promoted critical thinking skills and encouraged student collaboration.
- Monitored and analyzed class performance to determine mastery of taught content.

RECREATIONAL COACH / PROGRAM INSTRUCTOR

Aug 2004 - Present

TUMBLEBEES GYMNASTICS — Miami, FL

- Coach and mentor gymnasts of all ages, focusing on proper technique, confidence, and physical conditioning.
- Foster teamwork and sportsmanship in a safe and supportive environment.
- Adhered to established policies, procedures, rules and regulations pertaining to gymnastics programming.

GIRLS TEAM VAULT COACH (LEVEL 2 THROUGH OPTIONAL)

Jan 2013 - Feb 2014

TAG ELITE GYMNASTICS INC. — Weston, FL

- Trained competitive athletes in vault technique and execution.
- Created and implemented new drills to increase team performance.
- Adapted coaching methods based on individual needs and preferences of clients.

FIRST GRADE TEACHER

Jan 2005 - Jun 2009

PINE LAKE ELEMENTARY – MIAMI-DADE PUBLIC SCHOOLS — Miami, FL

- Translated lesson plans into developmentally appropriate learning experiences.
- Prepared, administered, and grade tests and assignments to evaluate students' progress.
- Instructed students individually and in groups, using various teaching methods, such as lectures, discussions, and demonstrations.

K-6 ESOL/RESOURCE TEACHER

Jan 2003 - Jun 2005

STEVENSON SCHOOL – EAST MAINE SCHOOL DISTRICT 63 — Des Plaines, IL

- Provided individualized instruction for English language learners.
- Supported students' academic progress through differentiated strategies and bilingual communication.

KINDERGARTEN TEACHER

Jan 2001 - Jun 2003

NELSON SCHOOL – EAST MAINE SCHOOL DISTRICT 63 — Des Plaines, IL

- Developed engaging, movement-based lessons focused on foundational literacy, numeracy, and social-emotional growth.

BOYS AND GIRLS TEAM COACH

Jan 1998 - Apr 2002

NORTHBROOK GYMNASTICS TRAINING CENTER — Northbrook, IL

- Designed progressive training programs to enhance flexibility, strength, and coordination for athletes at all skill levels.
- Provided individualized coaching to gymnasts on proper form and technique in order to maximize performance.

GYMNASTICS COACH AND CLUB DIRECTOR

Jun 1993 - Sep 1998

CHICAGO PARK DISTRICT — Chicago, IL

- Led recreational gymnastics programs and coordinated local events.
- Oversaw staff training, class scheduling, and participant safety.

ASSISTANT ENGINEER AND ARTIST PROMOTER

Jan 1996 - Jun 1997

DAG-NABIT RECORDS — Park Ridge, IL

Education

MASTER OF ARTS IN BILINGUAL BICULTURAL EDUCATION

Dec 2004 | NORTHEASTERN ILLINOIS UNIVERSITY — IL

BACHELOR OF ARTS IN SOUND ENGINEERING

Apr 1997 | COLUMBIA COLLEGE OF CHICAGO — IL

Certifications

- Florida Elementary K-6 Certification / ESOL Endorsement, 2015-2025
- CPR/AED & First Aid, Valid through 2026
- CPR Updated Certification, 06/01/23
- Safesport & Safety Certification (USA Gymnastics), Valid through 2029

Additional Information

Member of Dominican Republic National Gymnastics Team, Member, Dominican Federation of Gymnastics – Santo Domingo, D.R., Literate in English and Spanish.

Additional Labor/Staff

All of our coaches are USAG Safety Certified, Safe Sport Certified, CPR/AED/1st Aid Certified & Back Ground Checked



Ann Karborani joined Tumblebees Gymnastics Coral Gables in 2020 after retiring from an outstanding **40-year nursing career**. With 26 years at Baptist Health System in Miami, she specialized in critical care, serving as a clinical nurse, educator, and manager, where she mentored teams and ensured top standards of safety and care. At Tumblebees, Ann assists with **desk operations, registration, and student needs**, always ready to offer comfort and a helping hand. She also leads **arts and crafts during camps**, bringing creativity and joy to every session. BLS and USA Gymnastics Safety certified, Ann combines her medical expertise with her love for children, making her a vital and compassionate part of the Tumblebees family.



Kenasia Holmes brings over a decade of **cheerleading, gymnastics, and coaching experience** to Tumblebees Gymnastics Coral Gables. A **two-time CHEERSPORT National Champion** and member of a three-year undefeated state title team, she also **cheered for the University of Miami** from 2020 to 2023. With seven years of coaching experience, Kenasia has trained athletes from **levels 1–6 and XCEL Bronze through Platinum**, emphasizing safety, confidence, and strong technique. She holds a **Bachelor's in Psychology and Sociology** from the University of Miami and is pursuing a **Master's in Counseling Psychology** at FIU. Kenasia's positivity, patience, and mindful approach make her an inspiring and compassionate coach.



Sofia Bonilla is a dedicated gymnastics coach at Tumblebees Gymnastics Coral Gables, blending her lifelong love of the sport with expertise in strength and athlete development. A **former gymnast from age three to fourteen**, she later expanded her skills through cheerleading and dance. Before coaching, Sofia worked over three years as a **certified personal trainer** specializing in strength, mobility, and injury prevention. Now **leading Tumblebees' Pre-Team and Hot Shots programs**, she prepares young athletes for competitive gymnastics with structure, discipline, and focus on form. Currently **studying to become a Physical Therapist Assistant** at Miami Dade College. Sofia brings knowledge, motivation, and care to every class she teaches.



Kevin Jones is a Venezuelan-American gymnastics coach with **over 17 years of experience** in Women's Artistic Gymnastics. His career began in Venezuela, where he helped grow **Only for Kids Fitness Center**—one of the nation's first private gymnastics academies—into a six-time national champion program. Mentored by renowned coach José Teherán, Kevin also **co-founded the Venezuelan Women's Gymnastics League (LIVEGIM)** and trained athletes who now compete internationally. Blending discipline, artistry, and precision, his coaching draws from martial arts, ballet, and choreography. A USA Gymnastics-certified coach, Kevin now leads at Tumblebees Gymnastics Coral Gables, where his innovation and expertise have helped produce **record-breaking Xcel State Champions**.



Alexia Peñate is a skilled and passionate **Competitive Gymnastics Coach** at Tumblebees Gymnastics Coral Gables, with over a decade of experience in athlete development and program leadership. Specializing in Floor Exercise, she emphasizes technical precision, artistry, and confidence in every routine. Since joining Tumblebees in 2022, Alexia has played a key role in the **Compulsory and Xcel programs**, using structured, drill-based training to build strength, consistency, and discipline. She holds a **B.S. in Sport and Exercise Science** from UCF and **dual associate degrees in Respiratory Care and General Education**. Her expertise in human performance and movement makes her a vital contributor to Tumblebees' growing competitive success.



Lenin Chavez's passion for gymnastics began as an athlete representing **Venezuela's National Team in Aerobic Gymnastics**. After retiring from competition, he transitioned into coaching and judging, bringing over **26 years of experience in both artistic and aerobic gymnastics**. Since joining Tumblebees Gymnastics Coral Gables in 2017, Lenin has become one of the program's **leading recreational coaches**. His patient, motivating approach focuses on building strong foundations, discipline, and confidence in young gymnasts. Dedicated to helping every child reach their potential, Lenin takes pride in preparing athletes for future success in competitive gymnastics while fostering a lifelong love for the sport.

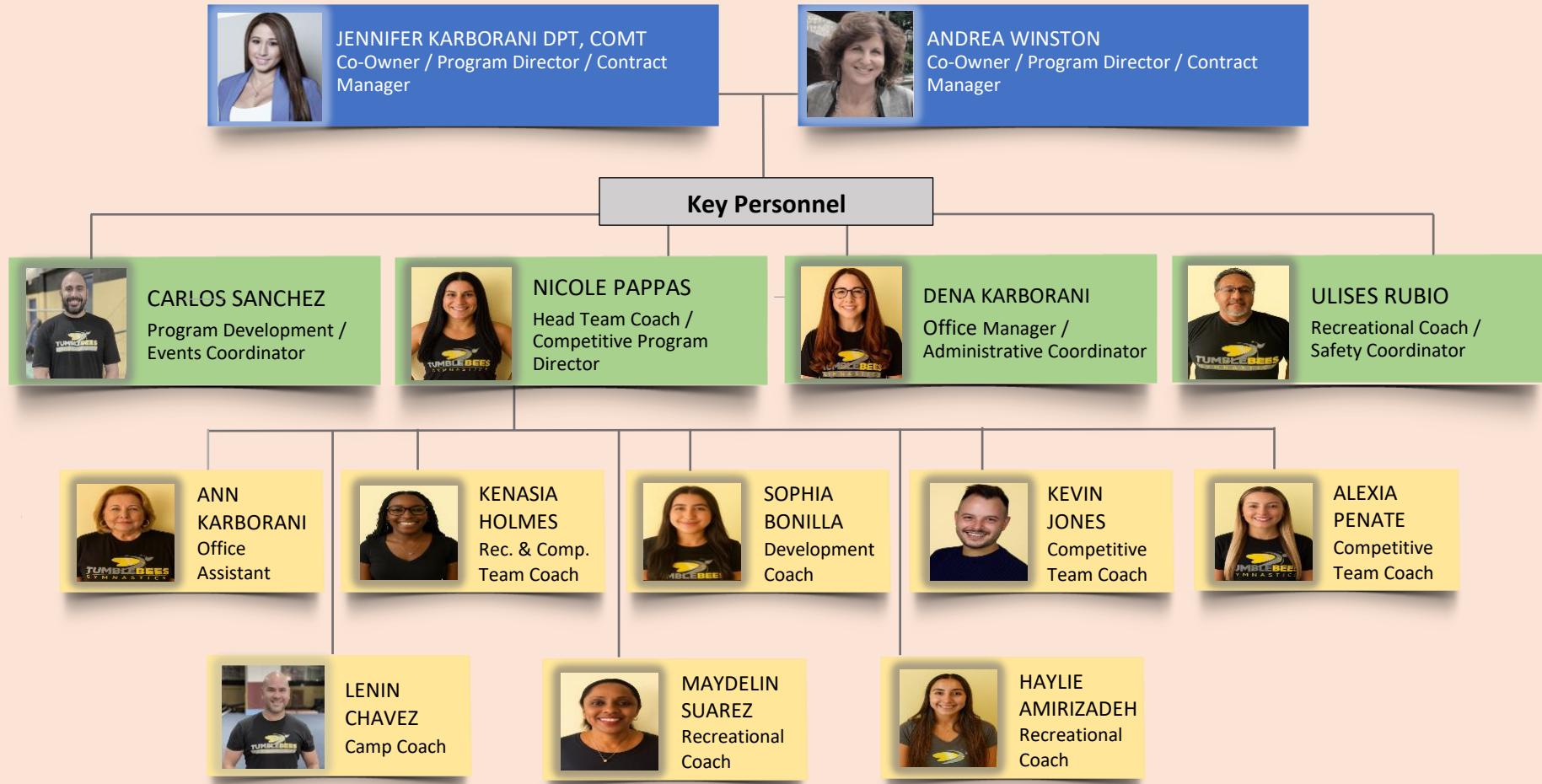


Maydelin Suárez Blanco brings over **26 years of coaching experience** to Tumblebees Gymnastics Coral Gables, where her kindness and passion for teaching shine through every class. A **former competitive gymnast**, she trained for eight years at her state's High-Performance Center, earning bronze medals at the National Championships. Maydelin spent **13 years coaching in Cuba**, where she was honored as Best Coach at state and national levels—and eight years in Mexico, guiding athletes to top competition results. At Tumblebees, she now **leads preschool and recreational programs**, nurturing confidence and skill in young gymnasts. She holds a **Bachelor's in Physical Culture and Sports** and **certification in massage therapy**.



Haylie Amirizadeh brings enthusiasm, dedication, and **firsthand competitive experience** to her role as a **Recreational Coach** at Tumblebees Gymnastics Coral Gables. A Miami native, Haylie has been involved in gymnastics for over a decade, reaching Level 9/10 and earning the **2017 State Championship title** on Bars. In 2019, she proudly **represented Team Florida at the Regional Championships**. Known for her strong technique and positive energy, Haylie motivates gymnasts to believe in themselves, stay consistent, and enjoy their progress. A 2023 graduate, she is **pursuing a degree in Physical Therapy with plans to become an Orthopedic Doctor**, blending her passion for sports, movement, and helping others.

Organizational Chart of Key Personnel



“Great people attract great people. The quality of your team can play a big role in employee happiness.”

SECTION III:

PROJECT APPROACH & METHODOLOGY

Understanding the RFP, Approach & Implementation

Approach to Performing the Services Sought

Tumblebees Gymnastics has proudly operated the gymnastics program at the **Coral Gables Youth Center** for the **past five years**, during which we've developed a **strong and positive working relationship with City staff**. Together, we rebuilt a program that had dwindled during the pandemic into a thriving, fully enrolled gymnastics community. Achieving this required a clear understanding of the **City's expectations, open communication, and a steadfast commitment to safety and quality**.

Collaboration and Communication with the City

We maintain **consistent communication with City representatives** to ensure transparency and alignment. In recent years, we have worked closely with staff including Carlos Pichardo, Carolina Vester, and occasionally Fred Couycero, to address program updates, participant needs, and operational matters. We **promptly report incidents, injuries, or behavioral issues** and value the **City's input on class schedules, rates, and seasonal offerings**. We also **track enrollment trends, class retention, and participant feedback** to share with City staff—ensuring that the program evolves based on community needs and measurable outcomes.

Program Quality and Safety

Even with long waitlists, we **never compromise safety or instructional quality**. We do not overbook classes or hire inexperienced instructors simply to expand capacity. Instead, we **retain qualified, well-compensated coaches who deliver excellence and provide exceptional customer service**. All staff undergo **City background checks** and **maintain current certifications**, including USA Gymnastics Safety, SafeSport, CPR, First Aid, and AED. A **site manager and designated "Safety Champion"** are always present during program hours.

Operations and Maintenance

We take pride in maintaining a **clean, organized, and professional training environment**. Our staff works closely with the Youth Center's outstanding cleaning team to ensure the facility remains in top condition. **Equipment is inspected, cleaned, and stored properly** after each use to ensure safety and extend its lifespan.

Staff Development and Professional Growth

Our team participates in all mandatory City trainings and attends annual USA Gymnastics State Clinics and National Congress for continued education. This ongoing development allows us to bring new ideas, techniques, and best practices to the program each year.

Community Engagement and Inclusion

Beyond instruction, we take pride in being an **active part of the Coral Gables community**. We support local initiatives, and welcome **children of all skill levels and backgrounds**—fostering inclusion and confidence through sport. We also host **trial opportunities, holiday events** for the community, and **parent observation opportunities** to strengthen family engagement and community connection.

Innovation and Continued Partnership

With over **40 years of industry experience** and a **proven record of success** at the Youth Center, we are confident in our ability to continue providing **exceptional service to the City of Coral Gables**. We look forward to expanding participation opportunities, enhancing facility utilization, and developing new programs that support the City's mission of youth enrichment, wellness, and recreation. Our long-standing collaboration and shared commitment to quality ensure that this program will continue to grow and thrive for years to come.

Our philosophy is simple: we treat every child as if they were our own, every class as a reflection of the City's standards, and every partnership as an opportunity to make a lasting, positive impact in the community we proudly call home.

PRESCHOOL PROGRAM

AGES 18 MONTHS - 4 YEARS

MOM & TOTS (AGES 18 - 24)

A parent participation activity designed to teach basic developmental skills such as eye-hand coordination, growth and motor skills, spatial awareness and upper and lower body strength. This class uses music, colors and shapes combined with FUN activities on specialized equipment, in an enjoyable family/group atmosphere.



TINY TOTS (2 YEARS)

In the Tiny Tot program, the child functions independent of the parent. This class is designed to guide the young participant through his or her early physical development. The Tiny Tot class incorporates some very basic gymnastics skills to develop fundamental gross motor skills, eye-hand coordination, balance, spatial awareness, and overall physical coordination.

KINDER GYM (3-4 YEARS)

The Kinder gym class adds to the skills learned in earlier programs. Here the participant learns fundamental movement patterns and rhythmic & coordination for basic gymnastic skills. This program is taught in a progressive manner designed to encourage continued growth and added control over body movement, and utilizes some of the regulation size gymnastics equipment.



RECREATIONAL PROGRAM

AGES 5 - 12 YEARS

'BEE'GINNERS 1 & 'BEE'GINNERS 2

The 'Bee'ginner gymnastics program is designed to meet the needs of the recreational gymnast, as well as the serious beginner intent on rapid acceleration to the competitive team level. Age appropriate classes are arranged with girls and boys in separate groups. Classes are 1-hour long and begin with a calisthenics stretch out period. The students begin working out on the equipment commensurate with their age, sex and skill level. At least 3 different pieces of equipment are used during each class to maximize the gaining. The classes finish off with strengthening exercises and a cool down period. Gymnastics at this level provides the participant with excellent strength and balance, which is easily applied to other physical activities.

INTERMEDIATE 1 & INTERMEDIATE 2

In this program students continue to work on the beginner basics as well as intermediate skills that are more challenging and physically demanding. These students have already perfected their cartwheels, handstands and the other skills in the beginner program. They will be introduced to skills such as round offs, and kick overs/walkovers on floor; hip circles on bars, jumping and basic tumbling on the beam; intermediate vaulting skills, etc. Our intermediate class is the next level up from our BEEginner's program. *Placement in this class requires invitation and/or evaluation.*

ADVANCED CLASS

This class is designed for the student that has a strong background in the basics of beginner & Intermediate gymnastics. They will work on more advanced skills on each event, including handsprings/saltos, beam tumbling, high bar skills, etc. They will work on further improving their strength and flexibility in an extended class for 1.5 hours twice a week allowing more work time on the apparatus. *Placement in this class requires invitation and/or evaluation.*



TEENAGE & ADULT PROGRAM

AGES 13 & Up

TEEN & ADULT TUMBLING CLASS

This class offers tumbling skill progression from the beginner to advanced level. Whether wanting to learn basics skills such as handstands and cartwheels, or more advanced tumbling such as aerials, back-handspring and somersaults, this class will be able to address your needs. Cheerleaders are welcome to participate in this class to improved their tumbling ability while focusing on proper gymnastic techniques and exercises for appropriate strength development.

TEENAGE & ADULT GYMNASTICS

This class offers a more "open" curriculum by providing instruction for complex and physically demanding skills, which are often used in other activities. Many of the tricks taught in this program are easily applied to cheerleading, acrobatics, circus, parkour, CrossFit and aerobic gymnastics. Our teens & adults will utilize all four Olympic style apparatuses, as well as the tumble track, trampoline and air track for fun, yet physical demanding challenges.



TEAM PREPARATION PROGRAM

AGES 4 - 12

HOT SHOTS (AGES 4-6)

In the Hots Shots program gymnasts are hand selected based on their age, talent level & progressive ability to begin training for a future in competitive gymnastics. With an increased amount of training hours, skills are progressed at a rapid pace with emphasis on perfecting each skill. In this program, routines are introduced and strength & flexibility are strongly encouraged as major components for progressing from Hot Shots to competitive team.



PRE-TEAM (AGES 7-12)

Our Pre-Team program is similar to our Hot Shots program but for kids ages 7-12. It is designed for the serious gymnast with an ultimate goal of making it to our competitive team. Routines are introduced & skills are broken down and perfected until proper techniques are mastered. Strength and flexibility training are introduced at a more intense level. Although the intensity of training increases in this program, the fun never ends!



COMPETITIVE TEAM PROGRAM

AGES 5 - 18

Tumblebees offers four different competitive team training tracks for athletes of all capabilities and talent level. Once recruited for our competitive team, the athlete will either be placed in our Compulsory, Optional, Xcel or Elite programs. All athletes will be progressed through the USAG routine and skill progressions. As per USAG, minimum qualification score at competition is required in order to move up to the next level of gymnastics training.

USAG J.O. PROGRAM LEVELS 1-10

This program is for gymnasts that show talent in the areas of strength, flexibility, balance and coordination. Gymnasts will start in level 1 or 2 and work up through level 10, qualifying to the next level at competitions. Skills will progress as they increase levels until they are performing College & Olympic level skills at level 10.



USAG XCEL PROGRAM

This program is similar to the one described above but only has 5 levels: Bronze, Silver, Gold, Platinum & Diamond. Xcel stands for accelerated which allows coaches to accelerate athletes to the higher levels at a faster pace and without as many restrictions as the requirements the program above. This program allows athletes that may not have all the level skills still have an opportunity to join team and compete regardless of talent level.



ELITE & INTERNATIONAL TRACK

AGES 5 - 18



This program is Tumblebees' most advanced track. Athletes will train with our National Team staff at our U.S. Olympic Training Center with an ultimate goal of earning a spot on our U.S. Women's National Team or Olympic Team. Gymnasts are hand selected for this program to begin training at an intense level.

USA GYMNASTICS TOPS PROGRAM (AGES 4 - 10)

Gymnasts in the TOPS program train 15-18 hr/week in a low coach to student ratio of no more than 6 kids with 1 coach. They progress at a rapid pace, expected to have elite level skills by the age of 10. There are only a handful of students or less each year that are able to keep up with the demands of this program but the prestige and rewards that come from this level of training are unimaginable. Being such a young age group, this program at Tumblebees is created to be a fun & enjoyable experience for the athletes participating.

USA GYMNASTICS JR. & SR. ELITE PROGRAM (AGES 10 - 18)

Following the TOPS program, athletes will progress to the Junior, and then Senior, Elite program. Here, they are typically home schooled and training over 30 hours a week, perfecting their elite level skills with the hope of attaining a spot on the Women's National Team, Olympic Team, or Division 1 College Team.



INTERNATIONAL ELITE PROGRAM

Often times athletes from other countries travel to Tumblebees to train with our experienced coaches to represent their countries at International competitions and World Championship Games. The demands of this program are similar to the Jr & Sr Elite Program listed above.



MEN'S COMPETITIVE PROGRAM

AGES 5 - 18

BOY'S PRE-TEAM DEVELOPMENT PRORGRAM

The Pre-Team Preparation program is for boys who have the ability to train specifically for the team program at a young age. This program has a strong emphasis on perfecting basics skills that will be utilized at competitions. Strength and conditioning is emphasized which allows the young gymnasts to make an easy transition to our competitive gymnastics teams. *Participating in this program is by evaluation/invitation only.*

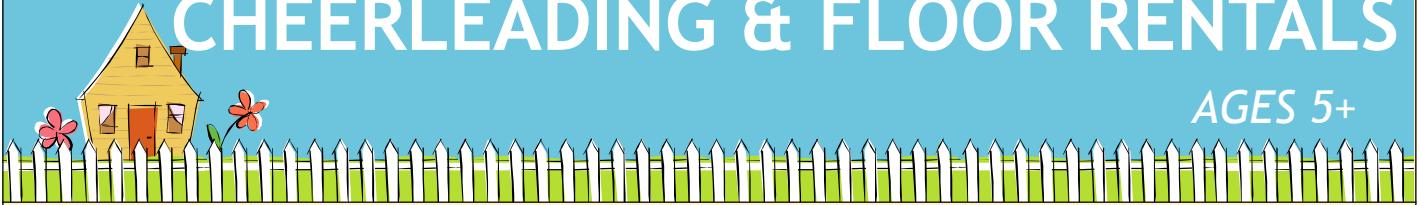
USAG LEVELS 4-10 PROGRAM

Our Men's Competitive Program for the athletes that show talent in the areas of strength, flexibility, balance and coordination. Gymnasts will start in level 4 work up through level 10, qualifying to the next level at competitions. Skills will progress as they increase levels until they are performing Olympic level skills at level 10. *Participating in this program is by evaluation/invitation only.*



CHEERLEADING & FLOOR RENTALS

AGES 5+



Having a team of coaches with cheer experience including the former Co-Captain of FIU cheer team and several college Top Gun Open former members, Tumblebees boasts a strong reputation in offering all forms of assistance to cheerleaders and teams looking to learn new tricks and increase their scores at competitions.

CHEER TEAM / SQUAD

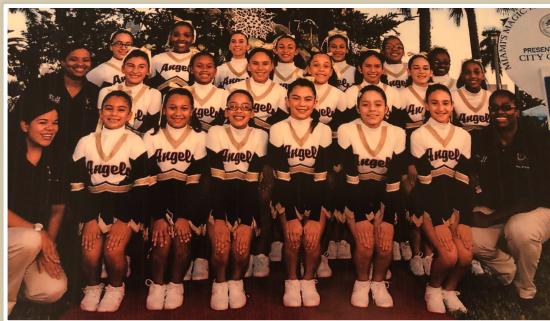
Tumblebees has assisted many cheer teams over the years to increase their scores and placements at competitions. Many squads have increased their number of team tumblers and then further advanced the tumbling skills to score higher for their routines. This program is on-going year round for the cheer squads that need a 2nd place to practice. Our instructors prepare the squad for competition. Some schools/squads we have helped are Glades "Gator" Middle, Pyrmus Angels, Pinecrest Charter Academy, and many more over the past 25 years!

CHEERLEADING CLASSES/LESSONS

We offer a compliment of Cheerleading classes from beginner levels through advanced Cheer tumbling. Classes are taught in a progressive group style, with emphasis on tumbling skills required for today's cheerleading squads. Many young girls are trying-out for school & ALL-STAR squads that are in abundance in Dade county and need necessary skills to make these squads. Tumblebees is glad to help with our compliment of cheer experienced staff members.

FLOOR RENTAL

Tumblebees Gymnastics has secured many floor rental agreements in the past to interested groups that need some a safe, padded space to practice. We are especially happy to provide these floor rentals for local area cheerleading squads. These rentals are typically at a time that the gym is not busy or in use and provide extra income to the program. Schools we have rented in the past include Coral Gables Sr. High, Lourdes Academy & even Miami Beach Parks & Rec. Other requested rentals have come from Karate studios, cross-fit competitors, body-building fitness competitors and a baby-be-fit exercise program.



CAMPS AT TUMBLEBEES

AGES 3 & Up

Tumblebees offers camp **EVERY** time kids are out of school, with exception of legal holidays. In our camp program, kids will enjoy instructional skill based gymnastics coaching as well as games, arts & crafts, karaoke & more. We offer Splash Days on Fridays where kids enjoy water fun, sliding down our blow-up slide & splashing in kiddie pools. We offer camps for all levels of gymnastics including team & preschoolers.

We support this busier time in our gym with additional staff to help the Manager with the needs of campers. Supervision is our #1 priority. Camp groups are small, & our progressive style of instruction is used to ensure safe learning with rotations in the gym!

Tumblebees recognizes the working professional families and provides for excellent and secured daycare by providing **early drop-off & late pick-up** hours for **ALL** camps.

SUMMER CAMP

Summer camp is offered on a weekly and monthly basis. We operate every week the children are out of school (8-10 weeks of summer).

HOLIDAY BREAK CAMPS

Tumblebees hosts a weekly camp for Spring break & Winter breaks from school.

Same as summer and providing a fun filled atmosphere for children on a break from school and deserve some fun and gymnastic activity.

NO SCHOOL DAY CAMPS

Throughout the school year, Miami-Dade County has multiple no-school/teacher workdays, and Tumblebees provides optional day-camp programming to keep children active, supervised, and engaged.



BIRTHDAY PARTIES & PRIVATE LESSONS

All Ages

BIRTHDAY PARTIES AT THE BEE HIVE

A birthday party at Tumblebees is more than just a gymnastic lesson. It is an opportunity to introduce a child and his or her friends to one of today's most popular activities. The unique party atmosphere of our air-conditioned gymnasium provides the backdrop for songs, dance, relay races, obstacle course and basic skill work on all of the gymnastics equipment. Children and their friends enjoy one hour and a half of gymnastics instruction and gymnastics games led by our highly qualified instructors. Our enthusiastic coaches encourage participation by all children. A celebration with birthday cake, food and drinks follows play time. A birthday party at Tumblebees is one a child will never forget!



PRIVATE LESSONS



Private Lessons are provided for clients that desire more individual or intense training. The classes are by request and are scheduled at the convenience for both athlete and coach. Many reasons for private lessons may be that your child learns better in an individual setting rather than group, the gymnast has a specific skill or trick that needs to be learned efficiently, or there may be schedule restraints upon the family. Private lessons are excellent training tools used today to help young athletes reach their goals at a quicker pace.

Tumblebees also provides private lessons to the Ninja, Parkor, & the Cross-Fit communities that require different types of gymnastics skills in their sport. Handstands, rings, bars, and flipping are involved in these sports. Adults are also interested in private lessons until they are more confident in their skills & abilities to attend full participation classes that we offer.

OPEN GYMS

Ages 1 & Up



BUSY BEES OPEN PLAY

This unique program was created due to the desires of moms & tots to socialize and play together in a fun, safe environment! Busy Bee Open Play is for organized groups of Moms & Tots that want to come together for fun & safe activity and socialization for both the mom & child. We offer a schedule for this event but often times coordinate new times with moms that come to us with the desired need for a Busy Bee Open Play time to be set-up privately for their playgroup. This hour is set aside as private time in the gym during off-peak hours when the gym is otherwise empty, where mom and tots can socialize and enjoy the freedom in safe play areas, rather than a structured activity time and coach instruction. Busy Bee Open Play times are offered by Tumblebees with themed programming and Holidays in mind. For example, Halloween play time whereby the only requirement is to come in costume. Or ABC time which is themed with alphabet letters. Activities include parachute time, read-a-story, bubble catching, and of course everyone's favorite - run around and play!

PARENT NIGHT OUT

Our parents' night out, also known as "open gym", is an unstructured, fully supervised time for the kids to do what they want. Parents can drop their kids off at 6pm and enjoy up to 4 hours to themselves while their kids play in a safe and fun environment. Open gym runs from 6-10pm on both Fridays and Saturdays, giving parents a bit of flexibility when planning their "date nights". (Open gym may be used as a make-up for missed classes.)



Introduction to the 'BEE' Skill Progression

Over 15 years ago Tumblebees created a **safe & fun progressive system** of teaching gymnastics skills to young children of all ages. This system is upgraded annually and allows our coaches to **break down more difficult gymnastics tricks into simple step-by-step learning techniques**. This system dictates what our instructors will be coaching and whereby **lesson plans are created to achieve this goal**. It is progressive style system that grows on each new skill learned to achieve an ultimate goal of accomplishment. The skill is instructed by our coaches and aided with additional learning and training through obstacle course circuits and repetition. In Tumblebees' classes, the students are never sitting still for long. After working with an instructor, they are given tasks to practice until it is their turn again. With a guarantee of no more than **8 to 1 ratio of student to instructor, (6 to 1 for preschool)**, **all students are kept active while engaged in skill progression**.

Skill sheets with sets of skill requirements to move up and onto the next level of our 'BEE Hive' are used to **track student progress** and confirm their readiness to move to the next level of gymnastics.

Tumblebees also gives its students **Achievement Certificates, Stickers & Ribbons** when you advance to the next level.

Positive reinforcement is the only type of reinforcement given by our instructors to students when disciplining a class. At Tumblebees our motto is truly enforced through our instructors.

"BEE THE BEST YOU CAN BE!"



On the next few pages you will find a copy of our Progressive Skill Charts & Achievement Ribbons & Certificates.

Ribbons & Certificates





Pre-school Gymnastic skills

Parent and Tot



Can Do Mastered

Vault

- Straight jump
- Straddle jump
- Stand on spring board 2 feet on, jump off
- Knees on



Can Do Mastered

Bars

- Hang on bar
- Front support (w/spot)
- Cast 1x
- Walk up wall for pullover
- Cast release dismount



Can Do Mastered

Beam (Low Beam)

- Walk
- Releve
- Scale (w/spot)
- Develop (toe to knee kicks)
- Passe
- Sideways
- Straight leg kicks



Can Do Mastered

Floor

- Forward roll on wedge
- Backward roll on wedge (w/spot)
- Superman hold (layout) 3 sec.
- Donkey kick
- Handstand walking up wall

Kindergym



Can Do Mastered

Vault

- Tuck jump
- Run, 1 jump on spring board w/ 2 feet, jump off
- Straddle on



Can Do Mastered

Bars

- Hang in straddle
- Front support w/step up
- Cast 3x
- Walk up wall/pull over w/spot
- Re-grip
- Forward roll dismount



Can Do Mastered

Beam(Medium Beam)

- Walk
- Releve
- Scale 3 sec.
- Knee scale
- Passe
- Develop
- Sideways
- Straight leg kicks



Can Do Mastered

Floor

- Forward roll ending on rear
- Backwards roll on wedge
- Superman hold 5 sec.
- See Saw
- Handstand walking up wall, straight leg hold 5 sec.
- Cartwheel logic

Kindergym Advance



Can Do Mastered

Vault

- 1/2 turn jump
- Run, hurdle, 1 jump w/ 2 feet on board, jump off, stick finish
- Squat on



Can Do Mastered

Bars

- Hang in pike
- Front support from floor
- Cast 5x
- Pullover w/spot
- Switch grip
- Straddle glide dismount



Can Do Mastered

Beam(High Beam)

- Walk
- Releve
- Scale 5 sec.
- Knee scale 3 sec.
- Passe
- Develop
- Grapevine steps
- Straight leg kicks



Can Do Mastered

Floor

- Forward roll ending on feet
- Backwards roll
- Superman hold 10 sec.
- 3/4 handstand
- Kick up to handstand on wall
- Cartwheel



Gymnast Name: _____

Test Date: _____

Coaches Name: _____





Girl's Gymnastics Skills

Girls Beginners Junior

✓ 🏆 Floor Exercise

- Can Do
- Mastered
- Body positions
- Handstand
- Forward roll to stand
- Back roll on incline
- Back roll
- Handstand on wall (10 sec.)
- Handstand forward roll on mat
- Cartwheel
- Bridge (10 sec.)
- Bridge kick-over on incline

✓ 🏆 Vault

- Can Do
- Mastered
- Stretch jump
- Stick finish
- Squat on
- Straddle on

✓ 🏆 Balance Beam

- Can Do
- Mastered
- Mount
- Arms position
- Walks all direction
- Releve walk
- Chasse
- Straight jump dismount
- Pivot turn
- Arebesque
- Legs kick front & back
- Squats
- Handstand introduction LB
- Tuck, jump, dismount, stick
- Cartwheel introduction LB

✓ 🏆 Uneven Bars

- Can Do
- Mastered
- Fish swing
- Swing & re-grasp (3x)
- Chin up, hold 5 seconds
- Pull ups (3 with help)
- Jump to front support, cast off
- Cast on 5x
- Forward roll dismount
- Cast to horizontal
- Pullover with help
- Back hip circle, (small spot)
- Leg lifts (3 with help)

✓ 🏆 Trampoline

- Can Do
- Mastered
- Control, bounce & stop
- Tuck
- Straddle
- Pike
- Seat drop to stand
- Seat drop, doggie drop-front
- Consecutive seat drops (3+)
- Seat drops, half turn

Girls Beginners Senior

✓ 🏆 Floor Exercise

- Can Do
- Mastered
- Forward, backwards straddle roll
- Straight arms, pike back rolls
- Dive roll
- Handstand on wall (20 sec.)
- Handstand roll
- Handstand walk (5 steps)
- Cartwheel both sides
- Round off
- Hurdle round off
- Bridge kick-over
- Backbend
- Handstand bridge

✓ 🏆 Vault

- Can Do
- Mastered
- Squat through
- Straddle over
- Handstand timber on mat
- Dive roll

✓ 🏆 Balance Beam

- Can Do
- Mastered
- Chasse alternating
- Squat pivot turn
- Back scale
- Tuck jump/split leaps
- Cartwheel LB
- Straddle dismount, stick
- Cross handstand high bar
- Releve 180 turn

✓ 🏆 Uneven Bars

- Can Do
- Mastered
- Pull ups (3)
- Pull over
- Cast (8x)
- Squat on (spot)
- Sole circle dismount
- Back hip circle (alone)
- Glide & back to the block
- High bar swings (8 hops)
- Cast to horizontal

✓ 🏆 Trampoline

- Can Do
- Mastered
- Consecutive seat drops (4+)
- Swivel hips (1)
- Swivel hips (2 or more)
- Seat, front
- Back drop
- Seat drop, knee drop, fwd roll



Gymnast Name: _____

Test Date: _____

Coaches Name: _____





TUMBLEBEES
GYMNASTICS

Girl's Gymnastics Skills

Intermediate

  **Floor Exercise**

Can Do Mastered

- Handstand, fwd roll (straight arms)
- Back extension roll
- Handstand walk 10 steps
- Handstand hold 3 sec.
- Dive cartwheel
- Backbend kickover
- Back walkover (spot)
- Front Limber
- Front Walkover
- Standing back handspring
- Front handspring
- Round off back handspring
- Round off 2 back handsprings
- Leaps

  **Vault**

Can Do Mastered

- Straddle over
- Handstand onto vault w/spot land flat, tight body
- Handspring over blocks

  **Balance Beam**

Can Do Mastered

- Tuck jump, half
- Step leap
- 180 turn, one foot
- Sissoone/ assemble
- Round off dismount
- Cartwheel
- Back walkover (spot)
- Handstand (cartwheel, english)
- High beam side handstand
- Split jump
- Level 5 dismount

  **Uneven Bars**

Can Do Mastered

- Undershoot
- Pull ups (5)
- Cast, sole circle dismount
- Leg lifts (5)
- Glide kips (spot)
- Long hang kips (w/spot)
- Front hip circle
- Squat on jump to high bar
- Long hang pull over
- Single leg squat through
- Forward stride circle

  **Trampoline**

Can Do Mastered

- Swivel hips
- Front drop
- Turn-table
- Bounders
- Back handspring
- Mini-tramp F/B stretch jumps

Advanced

  **Floor Exercise**

Can Do Mastered

- Round off back handspring
- Front handspring 2 feet landing
- Aerial cartwheel (spot or alone)
- Run, punch front on board
- Handstand pirouettes
- Switch split leaps
- Front tuck
- Back tuck

  **Vault**

Can Do Mastered

- Half on
- Front handspring

  **Balance Beam**

Can Do Mastered

- Back walkover HB
- Pike jumps
- Split leap (correct form)
- Split leap to tuck jump
- Full turn
- Round off dismount
- Side handstand straddle down
- Back handspring on low beam
- Level 6 dismount

  **Uneven Bars**

Can Do Mastered

- Front hip circle
- Kips
- Counter swing
- Sole circle, half or full turn dismount
- Fly away dismount
- Cast to 45
- Free hip circle
- Long hang pullover/ baby giant
- Long hang kip

  **Trampoline**

Can Do Mastered

- Roll over (seat, full, twist, seat)
- Back drop
- Cradle
- Pullover
- Back tuck
- Front tuck



Gymnast Name: _____

Test Date: _____

Coaches Name: _____





Ninjastics and Boys Gymnastics

✓ Trophy **Floor Exercise**

Can Do Mastered

- Body positions
- Front rolls
- Back rolls
- Handstand
- Handstand roll on mat
- Cartwheels (block)
- Cartwheels (floor)
- Handstand (on wall 10 sec.)
- Dive rolls

✓ Trophy **Pommel Horse**

Can Do Mastered

- Tic Tacs (8)
- Leg swing
- Legs cut
- Walk around
- Circles on the bucket

✓ Trophy **Rings**

Can Do Mastered

- Basic front and back swings
- Inverted hang
- Skin the Cat
- L hold (hanging)

✓ Trophy **Vault**

Can Do Mastered

- Hurdles
- Straight jumps
- Landing technique
- Squat on
- Squat through
- Handstand flat on to a mat
- Dive roll

✓ Trophy **Parallel Bars**

Can Do Mastered

- Straddle walk
- Swings (8)
- L Hold
- Swing dismount
- Upper arm swing

✓ Trophy **High Bar**

Can Do Mastered

- Fish swing
- Swing hops (3)
- Casts
- Roll over dismount
- Pull over with spot



Gymnast Name: _____

Test Date: _____

Coaches Name: _____



Xcel Divisions Chart

	Vault	Beam	Floor	Bars
Bronze	Stretch jump to mat + kick to handstand OR jump to handstand → flat back	½ turn; leap/jump (tuck jump); non-flight acro (forward roll); dismount (no salto/aerial)	2 connected acro (roundoff–backward roll); 2nd pass w/ acro; dance passage w/ 60° leap; ½ turn on 1 foot	4 'A' skills; cast hips leave bar; circling skill; dismount (e.g., Jump→Cast→Back hip circle→Cast off)
Silver	Handsprint over mat stack OR ¼–½ turn to feet	180° turn; leap/jump 90° (straddle); non-flight acro (cartwheel); dismount (roundoff)	2 connected acro w/ flight (roundoff–BHS); 2nd pass flight (front HS); dance passage 90° leap; 360° turn	5 'A' skills; cast 45° below horizontal; circling skill; dismount
Gold	Front handspring vault	360° turn; 2 dance skills; leap/jump 120°; 2 acro (1 vertical); dismount	2 acro flight; aerial/salto or 2 connected flight; dance passage 120° leap; 360° turn	6 'A' skills; clear support horizontal; circling skill; dismount from high bar
Platinum	Front handspring vault	1 'B' + 6 'A'; 360° turn; dance series; leap/jump 150°; 1 flight acro or series	6 'A' + 1 'B'; 2 acro passes (1 flight, 1 salto); 'B' salto or 2 connected; dance passage 150° leap; 360° turn	6 'A' + 1 'B'; clear support above horizontal; circling skill; kip; dismount high bar
Diamond	Front handspring vault	2 'B' + 5 'A'; 360° turn; dance series; leap/jump 150°; isolated flight + acro series; aerial/salto dismount	2 'B' + 5 'A'; 2 acro series flight; 2 saltos (1 'B'); dance passage 150° leap; 'B' turn (540°)	5 'A' + 2 'B'; clear support ≤45°; 'B' circling + another 'B' circling; Hecht/salto dismount



Tumblebees Coral Gables

Team 2025

Remote Virtual Learning Program



Tumblebees Gymnastics was ready and prepared to help our families in need of assistance with the County's plan for children to **return to school remotely via the internet**. With many families struggling to find their way through unimaginable times, we were happy to step up with a **full-day program, including lunch**, for mothers & fathers who had to return to the workplace.

Our Remote Virtual Learning Program was executed by Tumblebees, hiring **2 degreed Teachers of Education**, to generally **supervise & lightly guide students for Kindergarten through High School levels while online** during their Virtual schooling day. WiFi capacities were increased, and we transformed our **lobby into a school setting** with benches & tables to facilitate social distancing. Each child was able to log on quite easily, and our **instructors assisted** with math, reading & comprehension homework. We passed numerous inspections from Dade County Code Enforcement regarding our compliance with Covid-19 required business standards.

During break times from Remote Virtual with the county, ALL students enjoyed **active gym time & gymnastics** fun! We wanted to interact with the children as actively as possible, to prevent them from spending all day in front of a computer. Tumblebees had an average of **20 students a week** and provided **healthy lunch options**. We also included early drop-off & late pick-up, for working parents who needed the added hours of supervision. We opened from 7:30am – 9:00pm daily.

The Remote Virtual Learning Program was an excellent alternative for parent needs to provide **safe & reliable care** for their child, while learning in a proper atmosphere to imitate a **school environment** with **active social breaks for exercise fundamentals** and some free expressive gym play time.

Competitive Home School Program

A.K.A Morning Program



Tumblebees Gymnastics in Miami is home to a prestigious **Home School Competitive Program** in South Florida. This program was originally designed to meet the needs of the high level competitive gymnasts that demand more from the sport in hope to one day qualify onto the National Team, or earn a college scholarship. **Over the years, many families have leaned towards homeschooling their children and our morning training program has become very popular**, not just for higher level competitive gymnasts. Even prior to Covid, there were many parents that chose not send their child to public schools, could not afford private schooling, and opted for the excellent home school platforms that are available today to aid families in home schooling their children.

The program started small, with just a few, and **prior to Covid, we boasted over 32 attendees!** The success of the program came from the children & families that were very pleased with the results. We created a culture that made the children feel special while receiving many hours of intensive training in the sport of gymnastics, ballet, strength conditioning & flexibility. **Results showed in competition for both high & low level gymnasts** in their scores as well as their self-esteem, confidence level, team sportsmanship and success.

To substitute the school environment, Tumblebees **promoted school spirit for the girls with outside social activities** throughout the year. **Field trips** included fun activities to enjoy together such as a field trip to the ice arena for a holiday celebration, another to the beach for a fun summer workout. Our **annual fashion show** gives the girls a break from the training routine and allows them to demonstrate their artistic & creative minds. Along with our annual gym holiday party, Tumblebees held a small potluck and gift exchange for our homeschooled to **promote unity and friendship**. The goal of our competitive morning program is not only to increase the level of talent and ability in our athletes but to create well rounded girls with **discipline, integrity, sportsmanship, and the belief that they can “BEE the BEST they can be!”**

Homeschool Practice

Schedule

Monday 1:00a – 7:00p

Tuesday 1:00a – 7:00p

Wednesday 1:00a – 7:00p

Thursday 1:00a – 7:00p

Friday 1:00a – 7:00p

9:00a – 4:00p

Special Needs Program

What separates Tumblebees from most gymnastics studios is our ability to provide **Special Need services for members with disabilities**. With the **overseeing director** & owner being a **Certified Doctor of Physical Therapy**, one of our members were able to seek **therapeutic medical funding for gymnastics progression as a form of treatment/therapy** for gross motor development. Please refer to our **letters of recommendations for a reference from one of our families** that were pleased with the progress her autistic daughter had developed within our program.

Because of our belief in special abilities and a love for children, Tumblebees had a long-standing relationship with the Special Olympics organization. As a certified partner's club, Tumblebees was the **host facility** for athlete training and competitive events for the boys and girls **Special Olympics Program**.

We **work closely with the Special Needs Coordinator at the Coral Gables Youth Center** to provide experienced gymnastics instructors and ensure that **students with special needs receive the individualized support and positive experience** they deserve. We hope to team up with the **LEAP Program** which is a well-recognized Special Needs Program run by a former teammate and colleague, Lauren Petrick, in hope to host and/or take part in the Special Olympics.

Jennifer Karborani is exploring the addition of a **Special Needs Performance Division** at her annual event, the **Miami Grit Classic**. This initiative aims to create an inclusive platform that celebrates athletes of all abilities and provides an opportunity for students with special needs to participate and showcase their talents in a supportive, uplifting environment. This would be offered to all students in her gymnastics studios.

Charity Events, Fundraisers & Toy Drives

***"We cannot always build the future for our youth,
but we can build our youth for the future"***

At Tumblebees, we take responsibility in educating our students to not only be great gymnasts, but grow up to be great HUMAN BEINGS. We believe that charity and giving back to the community, or helping those in need, are important building blocks to create well-rounded, conscientious kids. We participate in quite a few annual activities that not only support a good cause but gives us the opportunity to educate our youth on the importance of helping others and being grateful for what they are blessed with.

Susan Komen Breast Cancer Foundation - Walk for a CURE!

We encourage our athletes and their parents to wear pink and join us on a 5K walk/run in October in support of the Susan Komen Breast Cancer Foundation.



Live Like Bella Childhood Cancer Foundation – Sock Sales

Live Like Bella has always been a charity close to our hearts. Bella was a fighter and inspired younger children afflicted with this disease to 'LIVE EACH DAY TO YOUR FULLEST'. Tumblebees supports this foundation by participating in their annual sock fundraiser and donating to this worthy cause.



Holiday Toy Drive



We end the year with our **Holiday Toy Drive**, teaching our children the value of giving to those less fortunate. The gymnasts are asked to collect toys to place under our Christmas tree, and then we take a field trip to deliver the donated items to local orphanages. All of our gymnasts love seeing the smiles on the children's faces when they hand them their gifts, especially during the holidays.

OLYMPIANS VISIT TUMBLEBEES

“All things are possible for those who ‘BEE’lieve”

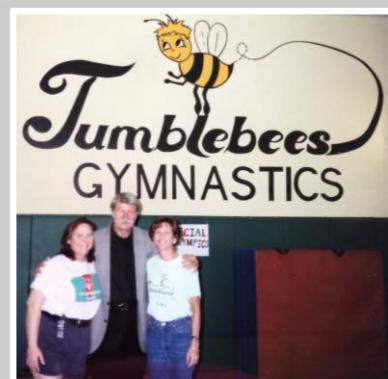
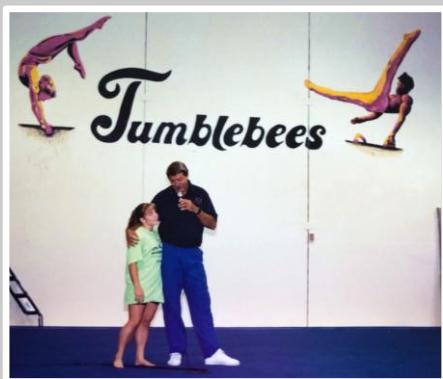
Tumblebees Gymnastics has proudly welcomed numerous Olympians to our gym for Meet & Greets, where they sign autographs, take photos, and inspire our young athletes who dream of one day reaching the Olympics!

For most children the opportunity to hear & speak to an Olympian, in a sport they love is a dream come true! Young Olympian athletes enjoy the platform to coach & inspire these young children to help mold them into determined athletes and encourage them to believe if they try hard enough, anything can be possible. They also instill proper goal setting values and how important they are. They tell stories to encourage never giving up and accepting setbacks. To learn how to bounce back from failure or injury, and to believe you can do it! Tumblebees believes sports psychology plays a very important role in developing today’s youth and we are always proud in providing these once in lifetime opportunities for our young athletes and families.

Bella Karolyi & World Champion Kim Zmeskal

In the past, Bela Karolyi and World Champion Kim Zmeskal attended Tumblebees’ Grand Opening Day in West Kendall, hosting a full day of training alongside our esteemed USA Olympic Gymnastics Coach, Bela Karolyi, with a special floor performance by Kim. Over 500 children from both Miami-Dade and Broward counties participated in the event and spent an unforgettable day with Tumblebees!

Bela Karolyi contacted Tumblebees years later and asked permission to film a commercial for Special Olympics in our current facility, and at the time, it was the CORAL GABLES YOUTH CENTER! Bela returned to the City of Coral Gables, with A television crew and local news, filmed at the CGYC, and mentioned Tumblebees’ involvement with the Special Olympics.



Olympic Gold Medalist - Aly Raisman

Tumblebees, along with the MAR/JCC in North Miami, sponsored Olympian Aly Raisman to come Meet & Greet, take photos, and speak to young girls in the sport of gymnastics following the USA Women's Olympic Team GOLD medal win in 2012! This was a truly amazing day for all. Aly had just won the GOLD medal for Individual Floor Exercise with an explosive routine. Our Women's team had never won so many medals and placed so high during the Olympics, that Aly's team was nicknamed the "Fierce Five". Truly, this was a memorable day for such young girls.

Following the "Fierce Five" winning Gold, then came the "Final Five" in 2016 winning the GOLD medal once again for the USA! This was an exceptional time for Women's gymnastics and made the sport a household name.



Olympic Gold Medalist Laurie Hernandez

Tumblebees proudly sponsored "A Day with Laurie Hernandez" in our Kendall location gym in 2017. This private event was an entire day spent with Laurie so the girls had a chance to ask her questions about her experience with the Olympics, her training, and lifestyle. Laurie hosted contests, signed autographs, took photos, and ran small clinics to coach & assist girls with their skills. We ate lunch together, and Tumblebees knows that that day will be unforgettable and most memorable to our athletes.



Olympic Silver Medalist McKayla Skinner

In March 2022, Olympic Silver Medalist McKayla Skinner spent the day at Tumblebees Gymnastics, inspiring our athletes through a full schedule of activities designed to motivate and connect with them on a personal level. The event included bonding sessions, coaching clinics, and interactive Q&A discussions, where McKayla shared insights about her Olympic journey, training discipline, and perseverance. Her visit left a lasting impact on our athletes, reinforcing the values of dedication, resilience, and passion that define both the Tumblebees philosophy and the sport of gymnastics.



Annual Events at Tumblebees

“Pleasure in the job puts perfection in the work”

Halloween Costume Contest

Our Halloween party is a fun night had by ALL! We encourage family involvement & full participation with a Costume Contest, fun activities & prizes. Tumblebees' Haunted House in one of the spookiest and loved by all our older athletes. We also cater to our younger athletes looking for "not-so-spooky" fun with a full pledge of activities including a dunk tank, bounce houses, rock climbing wall, paint facing, prizes and much more!



End-of-Year Awards Banquet



Tumblebees Annual Awards Banquet is held at the end of our competitive & school year. It honors and mentions all the accomplishments that our athletes have won individually & as a team. Trophies are awarded to every member with numerous other specialty award ribbons. The children go home with lots of awards and gym memorabilia.

Holiday Celebration

Holiday celebrations are one of our favorite traditions at Tumblebees, as they bring together our entire gymnastics family. We host fun events like a potluck dinner for our gymnasts and their families or a skating day at a local ice arena. These gatherings create a joyful, relaxed atmosphere where everyone can celebrate together. The evening is topped off with a special visit from Santa Claus and his helper elves, gift exchanges, and memories that last a lifetime!



October Pink Ribbon Support Day



Pink Ribbon Day brings the cause of Breast Cancer front and center to our girls and community. We are passionate about Breast Cancer Awareness since it afflicts mostly girls & women and education is the key to beating it! We remind all females the importance of early testing and annual exams.

Professional Photo Day



Tumblebees' professional photo day is scheduled before the holidays, giving everyone the opportunity to get team and individual pictures in time for mailing holiday cards and gifts! Parents and grandparents love this!

Critique Meet & In-House Competition

To aide in our cutting edge competitive program, Tumblebees Gymnastics hosts its own USAG Sanctioned In-house Critiques Competitions. Different from in-house competitions that other gyms offer, Tumblebees goes the extra mile to sanction our meets through USA Gymnastics, allowing athletes to qualify to the next level at our events. The events are judged by 4 qualified USAG judges that give feedback on the routines and performances. This helps educate our gymnasts and coaches on changes that may need to be made to routines prior to the start of the competitive season. This event is made fun with the colorful certificates and ribbons distributed after each event for the job well done.



Summer Beach Work-out

Summer Beach Workout days are always a blast! It's our favorite way to make strength and conditioning days extra fun and energizing. After an awesome workout session on the sand, we keep the good vibes going with team games, laughter, and a delicious catered meal from Pollo Tropical to refuel and relax together.



In-Gym Field Trips

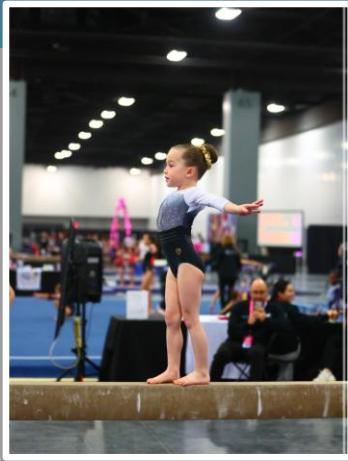
Tumblebees also welcomes outside field trip groups to visit our facilities and participate in fun gymnastics activities. These visits provide great exposure for our programs while offering children a unique and engaging experience that's not part of their everyday routine. Over the years, Tumblebees has hosted field trips from daycare centers, private nursery and elementary schools, and even karate studios.

End-of Season Fashion Show

Tumblebees hosts a Fashion Show every summer to let the girls have some creative fun! They are themed shows, and the gymnast is encouraged to make their own costumes! We find that the Fashion Show enables our members to gain confidence and self-esteem, very important building blocks for our youth of today! They can showcase their individuality here as well.



Miami Grit Classic



Tumblebees Gymnastics proudly hosts the annual *Miami Grit Classic*, a premier gymnastics competition that welcomes more than 6,500 athletes and spectators each year. The event attracts participants from across the country and around the world, bringing together gymnasts of all ages and skill levels under one roof to celebrate athleticism, sportsmanship, and community.

This large-scale event has provided valuable opportunities to **collaborate with several public-sector partners**, including the Miami Beach Convention Center, the Miami Airport Convention Center, and the Miami Springs Recreation Center. Through these partnerships, we have worked closely with multiple City and County departments, ensuring full compliance with their codes, permitting procedures, and operational policies. Each partnership has resulted in positive feedback and strong professional relationships built on reliability and excellence in execution.

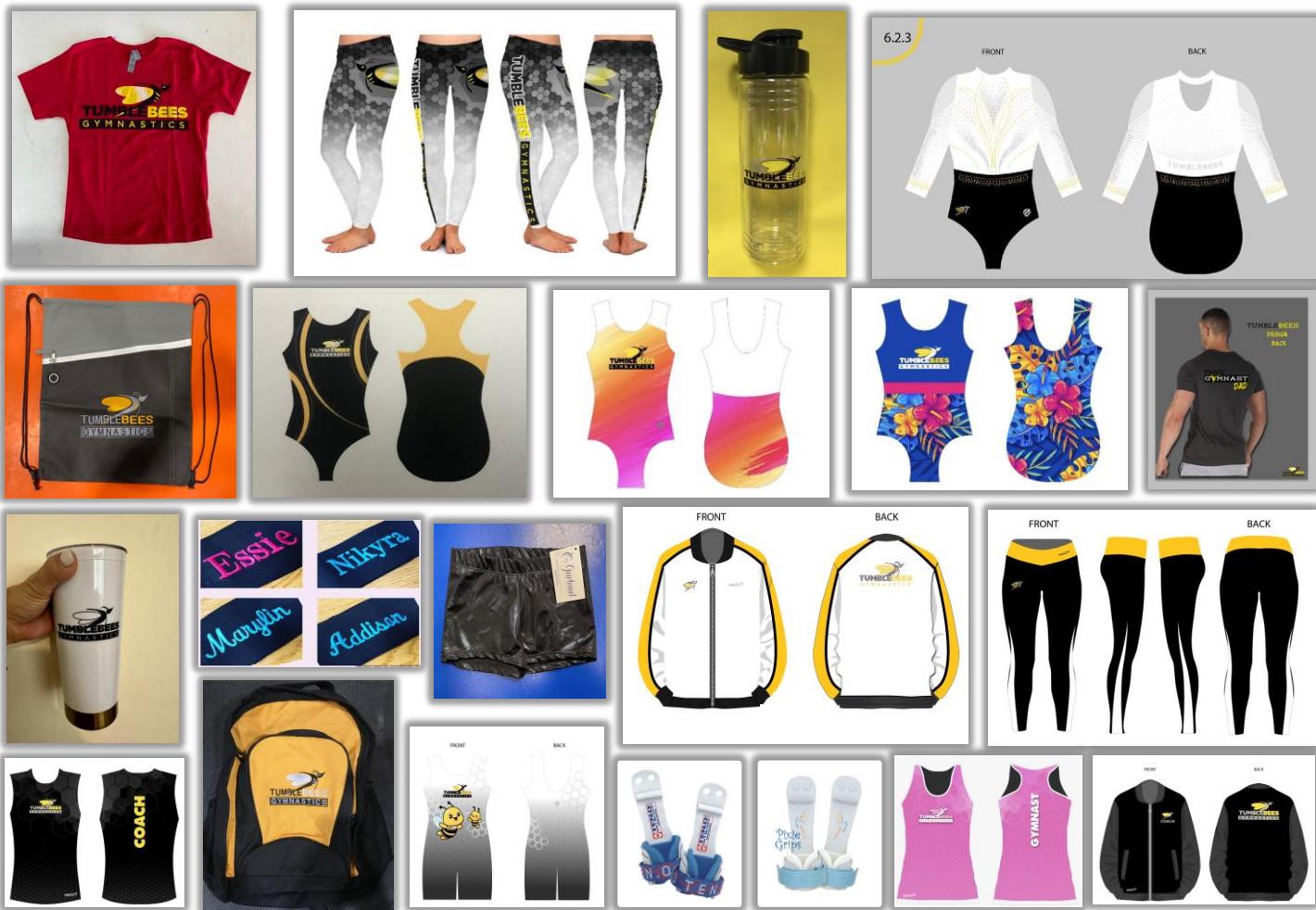
We are proud to invite Coral Gables athletes, both recreational and competitive, to participate in this exciting event each year. The *Miami Grit Classic* has become a favorite among our athletes and families, offering an unforgettable experience that combines competition, inspiration, and community pride.

Tumblebees Boutique

“When you look at a strong brand, you see a promise”

Tumblebees Gymnastics has established a strong and recognizable brand throughout Coral Gables and Miami-Dade County over the past 40 years. Our merchandise offerings are designed to enhance the participant experience while supporting program identity and community visibility.

Through consignment agreements with two reputable gymnastics apparel companies, we provide a selection of high-quality leotards suited for daily training. We also offer custom-designed Tumblebees gear in our official colors, available at a discounted rate during registration periods. Branded apparel fosters team unity and serves as an effective method of program recognition within the community.



TOPS NATIONAL TEAM MEMBERS

TOPS (Talent Opportunity Program) is a talent identification and educational program created by USA Gymnastics for female gymnasts ages 7–10 and their coaches. During the months of June and July, gymnasts are evaluated at the state level on both physical abilities and basic gymnastics skills.

If the athlete qualifies, they are invited to participate in the National TOPS test, which is conducted in October at our Olympic Training Center. Gymnasts will be evaluated on the same physical ability tests, as well as fundamental gymnastics skills. The top 50 athletes at these tests are invited to participate in the **National TOPS Training Camp** under the **training instruction of our Olympic staff/coaches**.

This program is specifically designed for the athlete who seeks a future as a gymnast on the United States National Team or an Olympic Position.

Tumblebees has been fortunate to have qualified several athletes to the national team camp. Not only is this a prestigious opportunity for our athletes, but also an educational one for our staff. When an athlete qualifies, a coach is awarded a spot to attend the camp and learn new training drills from our highly qualified Olympic coaches.



TOPS training session with Valerie Liukin, USAG Olympic Women's Director & Coach/Father of Olympic Champion Nastia Liukin.

TUMBLEBEES USAG NATIONAL TEAM MEMBERS

Gymnast	Age	Team	Year
Karolina Castro	7	Diamond	2019
Angielina Rodriguez	9 & 10	DIC	2018, 2019, 2020
Aneglina Calderon	8	TOPS A	2018
Evangeli Mata	8	TOPS A	2018
Mia Triana	10	TOPS B	2017
Angielina Rodriguez	8	TOPS B	2017
Angelina Calderon	7	Diamond	2017
Evangeli Mata	7	Diamond	2017
Angielina Rodriguez	7	Diamond	2016
Madison Ley	10	TOPS B	2016
Mia Triana	9	TOPS A	2016
Chloe Diaz	7	Diamond	2015

PERFECT 10.00 ATHLETES

A perfect 10 is a score of 10.000 for a single routine in artistic gymnastics, which was once thought to be unattainable—particularly at the Olympic Games—under the code of points set by the International Gymnastics Federation (FIG).

Today, it is very difficult for an athlete to score a perfect 10.00 at a competition. When an athlete performs a perfect routine and the judges flash the score on the scoreboard, you will see the entire stadium stand up and applaud for the athlete.



There is no better feeling for a gymnast than seeing a 10.00 flash up on the score board!

Although rarely given, TumbleBees has accumulated more than 30 perfect 10.00s in the last 2 years. This is a huge recognition for the TumbleBees' name not only in our state but in our nation. This prestigious ranking says a lot about the quality of the instruction given to our athletes by our amazing coaching staff.



TUMBLEBEES PERFECT 10.00 ATHLETES

Gymnast	Level	Perfect 10.00 Event	Year
Arya Cartaya	1	Vault	2025
Melanie Capote	1	Vault	2025
Anabella Enriquez	1	Vault	2025
Kylie Cartaya	2	Balance Beam	2025
Arya Cartaya	2	Balance Beam & Uneven Bars	2025
Samantha Herrera	2	Vault	2025
Victoria Garrido	3	Floor	2025
Soe Goya Barreiro *	XB	Balance Beam & Floor	2025
Millie Bourgin *	XB	Uneven Bars	2025
Madalena Simples Ribeiro *	XB	Vault & Balance Beam	2025
Abigail Korn *	XB	Floor	2025
Juliet Guzman	XB	Floor	2025

Gymnast	Level	Perfect 10.00 Event	Year
Jada Scott *	XB	Floor	2025
Hannah Glatzer *	XB	Vault & Uneven Bars	2025
Talia Glatzer *	XB	Uneven Bars	2025
Hadley Harris *	XB	Floor	2025
Selina Yin	XB	Uneven Bars	2025
Olivia Allegretta *	XS	Balance Beam	2025
Mia Jade Gonzalez	XS	Vault	2025
Julie Timoteo	XS	Uneven Bars	2025
Mahalia Gabriel *	XG	Floor	2025
Claire Otero *	XG	Balance Beam	2025
Emily Cortes *	XG	Floor	2025
Arden Kaufer	3	Floor	2024
Soe Goya Barreiro *	XB	Uneven Bars	2024
Fiorella Gonzalez	XB	Floor	2024
Sabrina Carreno	XB	Balance Beam & Floor	2024
Natalia Meyer *	XB	Uneven Bars	2024
Madalena Simples Ribeiro *	XB	Balance Beam	2024
Claire Otero *	XS	Uneven Bars, Balance Beam	2024
Mia Ferrero	XS	Uneven Bars	2024

* CORAL GABLES ATHLETE

STATE & REGIONAL CHAMPIONSHIP WINS



Once qualified for State Championships, our athletes compete against all the athletes at the same level in the State of Florida. If they do well at the State Championship meet, they can qualify to Regionals. We are the home to 126 USAG Florida State Champions in 2025

Below is a list of State and Regional FIRST PLACE finished for Tumblebees athletes in 2025.

TUMBLEBEES STATE CHAMPIONSHIP WINS 2025

Gymnast	Location	Level	Winning Event
Madalena Simples Ribeiro	Gables	XB	Beam, Floor, All-Around
Soe Goya Barreiro	Gables	XB	Vault, Bars, Beam, All-Around
Hannah Glatzer	Gables	XB	Vault, Bars, Floor, All-Around
Talia Glatzer	Gables	XB	Beam
Hadley Harris	Gables	XB	Vault, Bars, Beam, Floor, All-Around
Alexis Aparicio	Gables	XB	Vault
Abigail Korn	Gables	XB	Vault, Bars, Beam, Floor, All-Around
Millie Bourgin	Gables	XB	Vault, Bars
Ria Pabby	Gables	XB	Vault, Bars, Beam, Floor, All-Around
Emma Hurtado	Gables	XB	Bars
Abigail Lee	Miami	XB	Vault, Bars, Beam, All-Around
Carla Collao	Miami	XB	Vault, Beam, Floor, All-Around
Katherina Scott	Miami	XB	Vault
Juliet Guzman	Miami	XB	Bars, Beam, All-Around
Britney Bermudez	Miami	XB	Vault, Beam, Floor, All-Around
Olivia Lebish	Miami	XB	Beam
Adriana Alvarez	Miami	XB	Beam
Mariana Abreu	Miami	XB	Beam
Tia Bores	Jupiter	XB	Beam, Floor, All-Around
Leyla Spinosi	Jupiter	XB	Beam, Floor, All-Around
Josie Morrison	Jupiter	XB	Beam
Autumn Long	Jupiter	XB	Floor
Olivia Allegretta	Gables	XS	Vault, Bars, Beam, Floor, All-Around

Gymnast	Location	Level	Winning Event
Matilde Garcia	Gables	XS	Vault, Floor, All-Around
Camila Grosell	Gables	XS	Vault, Beam, Floor, All-Around
Francisca Cardoso	Gables	XS	Beam, Floor
Emilia Arandia	Gables	XS	Beam
Sophia Martelo	Gables	XS	Bars, All-Around
Evie Barbara	Gables	XS	Bars
Natalia Meyer	Gables	XS	Bars
Nikka Pavlou	Gables	XS	Bars, Floor, All-Around
Carolina Fuentes	Gables	XS	Vault
Olive Carreno	Gables	XS	Vault
Carolina Diaz De Villegas	Gables	XS	Bars
Mia Jade Gonzalez	Miami	XS	Vault, Beam, Floor, All-Around
Sabrina Carreno	Miami	XS	Bars, Beam, Floor, All-Around
Evangeline Pita	Miami	XS	Beam, Floor, All-Around
Aaliyah Perez	Miami	XS	Beam, Floor, All-Around
Julieth Timoteo	Miami	XS	All-Around
Sophia Rivera	Miami	XS	Floor, All-Around
Kaylee Mendez	Miami	XS	Floor
Nicole Mendoza	Miami	XS	Floor
Juliana Gonzalez	Gables	XG	Vault, Beam, Floor, All-Around
Claire Otero	Gables	XG	Beam, All-Around
Uschi Lessberg-Konig	Gables	XG	Vault, Floor, All-Around
Lexie Eyzenberg	Gables	XG	Vault, Beam, All-Around
Jules Dusharm	Gables	XG	Vault
Mahalia Gabriel	Gables	XG	Vault, Floor
Gabi Martinez	Gables	XG	Floor
Maryanne Davis	Miami	XG	Beam
Issy Kritchman	Jupiter	XP	Bars
Samantha Veloz	Jupiter	XP	Floor
Courtney Haliniewski	Miami	6	Floor, All-Around
Isabela Leizaola	Miami	6	Floor
Evelyn Moren	Jupiter	6	Bars
Mia Van Der Merwe	Jupiter	7	Beam

TUMBLEBEES GYMNASTS ON AMERICA'S TOP 100

If you go to mymeetscores.com you can search for all the USA Gymnastics competition results in our country. By typing in our gym name, you are provided with our athlete results over the years. One of the categories include America's Top 100 Scores. TumbleBees is proud to have multiple athletes ranked as "America's Top 100". Below is a copy of the results for the last 3 years. **The highlighted names are from our Coral Gables location.**

2025 SEASON

Gymnast	Level	Vault	Bars	Beam	Floor	All-Around
Soe Goya Barreiro *	XB	9.950	9.975	10.00	10.00	39.725
Millie Bourgin *	XB	9.950	10.00			
Hannah Glatzer *	XB	10.00	10.00	9.925		39.450
Talia Glatzer *	XB		10.00			
Madalena Simples *	XB	10.00		10.00	9.9	39.700
Ria Pabby *	XB	9.9	9.975			39.250
Alexis Aparicio *	XB			9.925		
Alisa Martinez *	XB		9.950			
Jada Scott *	XB			9.925	10.00	
Abigail Korn *	XB				10.00	
Emma Hurtado *	XB				9.925	39.250
Olivia Allegretta *	XB				9.9	
Sabrina Carreno	XB			10.00	10.00	39.250
Mia Jade Gonzalez	XB			9.925		
Brianna Guzman	XB	9.9				
Selina Yin	XB		10.00			
Abigail Lee	XB			9.950		
Julieta Guzman	XB				10.00	
Katherina Scott	XB	9.9				
Tia Bores	XB			9.950	9.9	39.500
Alysse Janisch	XB				9.9	
Emma Lipofsky	XB			9.925		
Sabrina Carreno	XS	9.9	10.00		9.875	39.475
Mia Jade Gonzalez	XS	10.00				39.250
Nicole Mendoza	XS	9.9				
Julieth Timoteo	XS		10.00			

Gymnast	Level	Vault	Bars	Beam	Floor	All-Around
Sofia Rivera	XS				9.9	
Fabiana Amundaray	XS				9.9	
Olivia Allegretta *	XS			10.00	9.9	39.375
Camilla Grosell *	XS	9.925				
Matilde Garcia *	XS	9.9				39.200
Claire Otero *	XG			10.00	9.850	39.100
Juliana Gonzalez *	XG	9.850	9.925	9.950	9.9	39.225
Mahalia Gabriel *	XG				10.00	
Keira Rasco *	XG			9.875		
Gabi Martinez *	XG				9.9	
Emily Cortes *	XP		9.850	9.8	9.9	38.725
Melanie Capote	1	10.00	9.850	9.8	9.825	39.475
Arya Caetaya	1	10.00	9.825	9.850	9.925	39.600
Madison Dukes	1	9.850	9.875		9.9	38.925
Isabella Gonzalez	1	9.850		9.8	9.8	39.100
Jenevieve Prado	1	9.9		9.8	9.9	39.225
Nicolette Rovira	1	9.9		9.8	9.9	39.100
Sienna Socarras	1				9.825	38.825
Emma Gimenez	1			9.8	9.8	38.750
Sofia Beraza	1	9.9				39.050
Danna Betancur	1	9.850				
Kylie Cartaya	2	9.9		10.00	9.825	39.425
Anabella Enriquez	2	10.00			9.9	39.325
Sienna Castro	2	9.9			9.875	
Arya Caetaya	2	9.875	10.00	10.00	9.875	39.550
Jenevieve Prado	2	9.875		9.950	9.875	39.250
Samantha Herrera	2	10.00		9.875		
Melanie Capote	2	9.9				39.125
Sofia Beraza	2			9.925		38.875
Danna Betancur	2			9.9		
Sienna Socarras	2		9.850			
Tia Bores	2		9.825			39.050
Ellen Ramirez	3					38.875
Kylie Cartaya	4	9.8				38.975
Ellen Ramirez	4			9.925		
Maya Nedelea	4	9.850				
Adelynn Zeltmann	4		9.925	9.950		38.925

Labor Resources & Ability to Perform Services

Organizational Overview

Tumblebees Gymnastics is fully staffed, equipped, and ready to continue providing the City of Coral Gables with high-quality gymnastics programming. Our company currently operates multiple locations throughout South Florida, including a large secondary studio in Miami that allows us to share resources and guarantee staffing coverage at all times.

Our Coral Gables Youth Center location is already fully operational with a complete team of qualified instructors and managers. The proposed personnel for this contract are the same experienced individuals currently serving the Youth Center program. Detailed information for each team member is provided in the Key Personnel section of this proposal, beginning on page 45.

Staffing Structure and Experience

Across our organization, we employ 3 managers, 3 head coaches, 3 safety champions and 44 instructors and support staff, along with three owners who collectively bring over a century of combined experience in gymnastics instruction, management, and operations. Each member of our team is skilled in class instruction, communication with staff and parents, adapting to schedule or rotation changes, and maintaining a safe, positive environment for all athletes.

Our large multi-location structure gives us the flexibility to share staff and resources between sites as needed. This ensures that our programs are never understaffed and that our high instructional standards remain consistent across all facilities.

Scheduling, Coverage, and Operational Reliability

Our on-site management team—supported by ownership—oversees scheduling, staffing, and daily operations. We have City of Coral Gables-approved instructors from other Tumblebees locations who are cleared to serve as substitutes when needed, ensuring uninterrupted class delivery.

We also schedule additional coaches daily to accommodate rainy days or larger groups—an added layer of preparedness that helps maintain class quality and safety under all conditions. Our on-site manager is not only an experienced administrator but also a certified instructor capable of assisting on the floor whenever needed.

Payroll, scheduling, and compliance systems are fully established and managed internally. Payroll

has never been late or in error, reflecting our strong operational systems and commitment to valuing our staff. Prompt and accurate compensation helps us maintain excellent employee morale and retention, which directly benefits program stability.

Staff Qualifications and Safety Compliance

All Tumblebees instructors undergo comprehensive background checks and hold current USA Gymnastics SafeSport and Safety Certifications, along with additional credentials aligned with their coaching level. Each of our facilities has a designated USA Gymnastics Safety Champion to ensure adherence to national safety and athlete well-being standards.

The best way to maintain safety is through experience, training, and consistent oversight. We only hire instructors with proven gymnastics backgrounds, and we conduct safety refreshers and seminars multiple times throughout the year to reinforce best practices.

Training, Development, and Quality Assurance

We take pride in our structured mentorship process. New hires are paired with experienced senior coaches for hands-on training before leading classes independently. Once they begin teaching on their own, they remain under supervision until performance benchmarks are met.

Ongoing staff meetings and training seminars are held throughout the year to strengthen instructional quality, communication, and safety awareness. Many of our coaches are former Tumblebees competitive athletes who have transitioned into coaching roles—bringing both technical knowledge and a strong sense of loyalty and pride in our program.

Readiness and Continuity of Service

As the current contractor operating the gymnastics program at the Coral Gables Youth Center, Tumblebees is uniquely positioned to continue services seamlessly. Our infrastructure, staffing network, and established systems are already in place, allowing us to meet and exceed the City's needs immediately upon contract renewal.

Our company's size and network of certified instructors ensure consistent staffing, program growth, and dependable operations even during high-demand periods. While other providers may face challenges scaling to meet staffing requirements, Tumblebees' multi-location foundation and established personnel base allow us to adapt quickly without compromising quality or coverage.

Leadership Oversight and Daily Presence

Our leadership team remains personally involved in day-to-day operations. The company owner brings decades of experience in both the athletic and business sides of gymnastics and maintains an active presence at the Coral Gables site throughout the week. Her daughter's participation as a competitive gymnast provides an added layer of daily observation and reinforces our hands-on commitment to excellence and community connection.

SECTION IV:

PAST PERFORMANCE & REFERENCES



The City of Coral Gables
Procurement Division
2800 S.W. 72ND AVENUE
MIAMI, FLORIDA 33155

CITY OF CORAL GABLES REFERENCE FORM

RFP No. 2025-044 Gymnastics Programming Services

Complete the form as indicated below, to provide the required information as outlined in Section 3 of the solicitation. The City shall contact the companies listed below to verify the work performed on behalf of your company. All fields must be completed.

Reference # 1 must cover the minimum five (5) year period from the issuance date of this solicitation.

1. Project Name/Location	<u>Tumblebees Gymnastics at the Dave & Mary Alper JCC in Miami</u>	
Owner Name	<u>Run by a non-profit board</u>	
Contact Person	<u>Amanda Golzbein</u>	
Contact Telephone No.	<u>305-271-9000 ext 273</u>	
Email Address:	<u>agolzbein@alperjcc.org</u>	
Yearly Budget/Cost	<u>\$3500/yr</u>	
Dates of Contract	From: <u>1987</u>	To: <u>Current</u>
Project Description	<u>Tumblebees delivers complete summer camp gymnastics instruction, including staffing and all operational logistics for a structured and engaging program.</u>	
<hr/>		

Additional References must cover similar engagements satisfactorily performed in the last five (5) years.

2. Project Name/Location	<u>Tumblebees Gymnastics at Gordon Day School in Miami</u>	
Owner Name	<u>Beth David Congregation</u>	
Contact Person	<u>Noah Schalit</u>	
Contact Telephone No.	<u>305-854-3282</u>	
Email Address:	<u>nschalit@centerbd.org</u>	
Yearly Budget/Cost	<u>\$5,000/yr</u>	
Dates of Contract	From: <u>August 2000</u>	To: <u>Current</u>
Project Description	<u>Tumblebees provides on-site after-school gymnastics classes for students, offering structured instruction. We partner with the school's after-care program to deliver safe, skill-based activities. All staff, equipment, & program logistics are fully managed by Tumblebees.</u>	



The City of Coral Gables
Procurement Division
2800 S.W. 72ND AVENUE
MIAMI, FLORIDA 33155

3.	Project Name/Location	<u>Tumblebees at Plymouth Preschool in Coconut Grove</u>
	Owner Name	<u>Plymouth Congregational Church</u>
	Contact Person	<u>Lynn D'Agostino</u>
	Contact Telephone No.	<u>305-448-8774</u>
	Email Address:	<u>Ldagostino@plymouthpreschool.com</u>
	Yearly Budget/Cost	<u>\$\$7,500/yr</u>
	Dates of Contract	From: <u>August 2024</u> To: <u>Current</u>
	Project Description	<u>Provided on-site gymnastics instruction for preschool students at Plymouth Preschool in Miami, delivering age-appropriate physical education classes focused on balance, coordination, and motor-skill development</u>
4.	Project Name/Location	<u>Miami Grit Classic Gymnastics - Miami Beach Convention Center</u>
	Owner Name	<u>City of Miami Beach / Spectra Venue Management (now Oak View Group)</u>
	Contact Person	<u>Christian Jaramillo</u>
	Contact Telephone No.	<u>786-575-7929</u>
	Email Address:	<u>christian_jaramillo@miamibeachconvention.com</u>
	Yearly Budget/Cost	<u>\$200,000–\$300,000 per year (includes facility rental, security, labor, and equipment)</u>
	Dates of Contract	From: <u>January 28, 2025</u> To: <u>February 2, 2025</u>
	Project Description	<u>Hosted Miami Grit Classic, an annual large-scale gymnastics event. Coordinated directly with the City of Miami Beach &venue management to ensure full compliance with permitting, insurance,& operational requirement. Worked closely with multiple City departments, including Police, Fire, Parking, and Public Works, to meet all municipal regulations and event standards.</u>



The City of Coral Gables
Procurement Division
2800 S.W. 72ND AVENUE
MIAMI, FLORIDA 33155

5. Project Name/Location Miami Grit Classic at the Miami Springs Recreation Center

Owner Name City of Miami Springs – Parks & Recreation Department

Contact Person Omar Luna

Contact Telephone No. 305-733-4319

Email Address: lunao@miamisprings-fl.gov

Yearly Budget/Cost Approximately \$150,000 per year (facility rental, staffing, and program operations)

Dates of Contract From: January 2022 To: February 2023

Project Description Hosted the Miami Grit Classic at the Miami Springs Recreation Center, coordinating with City staff to ensure full compliance with facility, safety, and insurance requirements for a large-scale gymnastics event.

BIDDER INFORMATION:

Company Name: Tumblebees Gymnastics

Representative: Andi Winston & Jennifer Karborani

Address: 4900 Alhambra Circle Coral Gables, FL 33146

Telephone No.: 786-383-6783

Email Address: Jenny@tbgyms.com

Public Sector Clients

Below is a summary of Tumblebees Gymnastics' public sector and institutional client experience over the past 10+ years, including contract terms, annual value, and key contacts.

Although the Coral Gables Youth Center is not listed on Exhibit A reference form (as per the guidelines), we respectfully note that their staff have had direct, firsthand experience overseeing our program for the past five years. We are confident they would provide a strong and positive recommendation, and we welcome the City to contact them if desired.

Agency / Organization	Project	Term	Annual Value	Contact Person	Contact Info
City of Coral Gables	Tumblebees Gymnastics Coral Gables Youth Center	Jan 2021 – 2025 (Current)	\$700k – \$1 mil	Carolina Vester / Carlos Pichardo	305-460-5344 cvester@coralgables.com / cpichardo@coralgables.com
Dave & Mary Alper JCC	Tumblebees Gymnastics JCC Summer Camp	Prior to 2015 – 2025 (Current)	\$3,500	Amanda Golzbein	305-271-9000 ext. 273 agolzbein@alperjcc.org
Plymouth Pre-School	Tumblebees Gymnastics After-School	Aug 2024 – 2025 (Current)	\$7,500	Lynn D'Agostino	305-448-8774 Ldagostino@plymouthpreschool.com
Gordon Day School	Tumblebees Gymnastics After-School	Prior to 2015 – 2025 (Current)	\$5,000	Noah Schalit	305-854-3282 nschalit@centerbd.org
Riviera Day School	Tumblebees Gymnastics After-School	Prior to 2015 – 2024 (Discontinued)	\$8,500	Betty Johnson	305-666-1856 bettyjohnson@rivieraschools.com

Tumblebees' services have not been discontinued or canceled by any of our public sector clients in the past two years. The only exception is Riviera Day School, where services ended solely due to the school's campus expansion project. Our program space was absorbed into their renovation plans, which required more than two years of construction. This discontinuation was not performance-related. All other public sector partnerships remain active and ongoing.

Disclosure of Legal, Civil, and Administrative Proceedings

Tumblebees Gymnastics has not been involved in any civil, criminal, administrative, or other similar proceedings within the past five (5) years arising from or concerning any contractual rights, remedies, or duties related to the provision of gymnastics instruction, recreational programming, or similar services. The company maintains a strong record of compliance and professional conduct with all partnering municipalities, venues, and agencies, and has had no disputes or claims affecting its performance or contractual obligations.

November 4, 2025

Dear Committee Members,

My name is Toni Rand and I have been the USA Gymnastics State Chairman for 35 years, as well as a former USA National Team Coach. I am writing this letter to recommend Tumblebees Gymnastics as the gymnastic contractor for your City.

Tumblebees has been owned & directed by the same management team for over 25 years & has been operating in South Florida for over 40 years very successfully. Their instruction & programs are comprehensive & progressive, teaching proper skill progressions & safe technique to children of all ages.

Over the decades Tumblebees has continued to climb the competitive ladder in our State, winning multiple titles for their athletes and teams at the State & Regional level. Now with 3 large gyms in Miami, Coral Gables & Jupiter, they continue to produce competitive athletes that represent our state and their gym both regionally & nationally. Tumblebees athletes are seen at many of our qualifying competitions throughout the year and as well as our annual State and Regional Championship meets. The success of their athletes and teams have led Tumblebees to be a well-recognized program in the gymnastics industry.

Tumblebees has participated in multiple state educational clinics, sending their coaches and staff members for training from the preschool to competitive level. Both Jennifer Karborani and her colleague Carlos Sanchez have previously contributed as guest lecturers at a State Clinic teaching training drills on the Uneven Bars and Vault apparatus, as well as a lecture on the USA Gymnastics TOPs program

I've had the pleasure of dealing with the administration of Tumblebees Gymnastics multiple times and have found them to be a customer friendly gym that support our state programs. They always appear to have the concerns of their athletes and families as their highest priority. I have no doubt they will provide all programs you desire with safety & satisfaction as their #1 concern. They will bring a strong program to your city with their stellar name & reputation that they hold in South Florida.

If you have any further questions, please do not hesitate to contact me.

Sincerely,



Toni Rand
Florida State Chairman
Phone: 954-328-6227
Email: amtwind@aol.com
Address: 7957 Steeplechase Ct Port St Lucie, FL 34986



USA GYMNASTICS

**EXECUTIVE COMMITTEE**

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Andrew Wolf

Chair-Elect
Ali Mendoza

Treasurer
Spencer Solove

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Carol Price

Immediate Past Board Chair
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Shelley Jacoby
Shelly Brodie
Jorge Rawicz
Beth Davidson
William Grossman
Robert Turk
Josh Rader
Rachel Camber
Keith Ginsburg

CEO
Irene Tzanani

CFO
Angela Florez

November 18, 2025

To Whom It May Concern,

I am writing on behalf of Camp J Miami at the Alper JCC Miami to share our strong support for Tumblebees, with whom we have partnered for many years. Tumblebees has consistently provided high-quality gymnastics programming for our campers, and we were thrilled to welcome them back this past summer.

Their team was reliable, professional, and showed dedication to maintaining a safe, positive and well-supervised experience. Our campers loved the gymnastics activities, and Tumblebees' staff demonstrated excellent supervision, consistency, and responsibility throughout the season. They arrived on time, fulfilled scheduled classes, and maintained a dependable presence with our summer camp program.

Based on our experience, Tumblebees has been a dependable and professional partner and a valued enrichment partner for our community.

Please feel free to contact me if you need any additional information by email at agolzbein@alperjcc.org or by phone at 305-271-9000 ext. 273.

Sincerely,
Amanda Golzbein
Camp & After-School Program Director
Alper JCC Miami



The Dave and Mary Alper Jewish Community Center on the Jay Morton-Levinthal Campus

11155 SW 112 Avenue Miami FL 33176 • 305-271-9000 • Fax: 305-595-1902 • www.alperjcc.org

The Dave and Mary Alper Jewish Community Center is a beneficiary Agency of the Greater Miami Jewish Federation, United Way of Dade County, and a member of the JCC Association



October 16, 2020

Rabbi

Julie Jacobs

Executive Director

Iris Mizrahi, MSW

President

Gabriel Porzecanski

Executive Vice President

Annette Yelin

Vice Presidents:

Karen Coppa
Jennifer Dvorkin
Martin Hershbein
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Asst. Secretary

Annette Yelin

Community Liaison

David Scharlin

Women's League

President
Iris Destephen-Fujita

Brotherhood

President
Mark Lefcourt

Day School Principal

Ella Curtiss

Principal of Early Childhood Education
Micaela Dayan

Tikvah Center Director
Stephanie Llanes

A beneficiary agency
Greater Miami
Jewish Federation

To Whom It May Concerns;

I have worked with Tumblebees Gymnastics both in my capacity as a Program Director at the MAR-JCC and as an Executive Director of Beth David Congregation & The Gordon School.

In Both organizations, Tumblebees Gymnastics provided enrichment gymnastic training classes to children and youth. They provided professional and experienced staff to engage with our children while providing a safe, encouraging, and skilled classes and practices. They developed a solid gymnastics program in our organization, promoted and increased attendance, and created different levels to accommodate the diverse participants' abilities and ages.

It is always a pleasure to work with Andi and her team. They care about customer satisfaction and offer a successful product. I would happily refer them to anyone interested in providing quality gymnastic program.

Please do not hesitate to contact me for further information.

Sincerely,

Iris Mizrahi, MSW
Executive Director

Elaine Batallan, Ed.S
1122 SW 144 Court
Miami, FL 33184
(305) 498-2496
elainebatallan@gmail.com

October 23, 2025

To Whom It May Concern:

It is with great honor that I write this letter for Ms. Jennifer Karborani and Ms. Andi Rohan, owners of TumbleBees Gymnastics. I am extremely fortunate and eternally grateful to them, for having played a pivotal role in the physical, intellectual, and emotional development of my now 16 year old daughter, Christina.

Christina has a mild intellectual disability. Her special needs impact her expressive and receptive language, her working memory, her overall muscle tone, as well as her daily social interactions. She has received extensive therapies from the time of her diagnosis at 15 months. Christina made leaps and bounds with her therapies, achieving necessary developmental milestones that seemed impossible for her to accomplish.

In 2013, at the age of nine, following the recommendation of her occupational therapist, I registered Christina at TumbleBees Gymnastics. Christina began private lessons. Working through these lessons was extremely difficult for her. She completely lacked upper and lower body strength. She was unable to follow two-step directions. Due to her processing disorder, she lacked the ability to use verbal instructions to coordinate movements.

Little by little, Christina gained muscle tone which increased her upper and lower body strength. To complement her private lessons and assist in her social and language development, I registered her in daily recreational classes. The overall progress Christina made was remarkable. In addition to the increase in muscle tone and upper and lower extremity strength, Christina began to show improvements in working memory and processing of information. Christina began transitioning from one floor exercise to another without prompting or cueing. Those key improvements in her development began transferring to daily tasks at school and at home. These improvements were so significant that she was completely discharged from occupational and physical therapy and was recommended to continue with intensive gymnastics training.

In 2015, Jenny and Andi opened an XCEL Program at TumbleBees. From day one, they provided Christina the opportunity to become a member of the team. Christina trained six days a week. The strides that Christina achieved as a member of the XCEL Team, have forever impacted her intellectually, physically, and emotionally. More so, than any speech, physical, occupational, and behavioral therapies my daughter has ever received. Participating in this team taught my child, that she is capable of accomplishing and doing the same things that neurotypical children her age are able to accomplish. As a mother of a child with special needs and as a veteran educator for Miami-Dade County Public Schools, I can honestly say that many of the developmental milestones, as well as the social and emotional milestones Christina has attained are due in great part to TumbleBees and its owners, Jenny and Andi.

In 2017, what was considered absolutely impossible by former therapists, teachers, doctors, and at times, unfortunately myself, actually happened. Christina competed and scored a 9.1 on bars. That moment was an accomplishment not only for my daughter, but also for the entire TumbleBees family. That day was a testament to the commitment that Jenny and Andi had with my daughter, with all their athletes, and with the children of this community.

I will be eternally grateful to Jenny and Andi for being essential in Christina's overall development. It takes very dedicated, focused, and all around special individuals to provide children with special needs opportunities that are many times attainable only to neurotypical children. These opportunities not only impact the physical development of children with special needs, but also their intellectual and emotional development. This ultimately transfers to the common goal of all parents of children with special needs; for our children to have the same opportunities and experiences that all children have, in order to assist them in becoming happy, whole, contributing members of society. Jenny and Andi are two of a very small amount of people that have made this forever mark on my daughter.

The wealth of knowledge and experience in the sport of gymnastics coupled with the wealth of knowledge in the physical, emotional, and intellectual development of all children make Jenny and Andi immeasurable assets to any gymnastics organization that has the privilege to work with them.

Sincerely,

Elaine Batallan

November 21, 2025

To Whom It May Concern,

I am writing as a parent and Coral Gables community member to offer my strongest possible recommendation for Tumble Bees Coral Gables and its director, Jennifer Karborani, as a program provider at the community center.

My daughter has been enrolled in Tumble Bees Coral Gables for the past four years, and in that time, I have watched her grow not only as a gymnast but as a person. When we first joined, we hoped for a high-quality gymnastics program. What we found instead was something much more meaningful: a safe, positive, and truly nurturing community that has become like family to us.

From day one, the coaching staff has stood out. Every coach my daughter has had has been skilled, encouraging, and deeply invested in the athletes' well-being. The coaches go far beyond teaching cartwheels and routines. They teach—and model—discipline, resilience, respect, responsibility, and kindness. My daughter has learned the value of dedication, hard work, and taking pride in doing things the right way, not just the easy way. One of the most impressive aspects of Tumble Bees is the culture they have intentionally created around teamwork. Gymnastics is often viewed as an individual sport, but in this program, the athletes are taught to support and celebrate one another. The girls cheer for each other, lift each other up during tough practices or hard meets, and approach competition with a true team mentality. That kind of environment is rare in this sport, and it speaks volumes about the program's leadership and values.

We also have tremendous confidence in Tumble Bees Coral Gables' safety and professionalism. It is clear that anyone brought onto the staff is carefully screened and vetted. Every interaction we've had—with coaches, administrative staff, and support personnel—has been consistently positive and reassuring. As parents, we feel completely comfortable leaving our daughter in their care, knowing she is in a structured, well-managed, and secure environment.

Over the years, my daughter's confidence has grown tremendously. She has learned to set goals, handle pressure, cope with disappointment, and remain a gracious teammate and competitor. These are life skills that will serve her well far beyond the gym. I credit much of that growth to the thoughtful way Jennifer and her staff run this program.

Tumble Bees Coral Gables is precisely the kind of partner a city should want at its community center:

- They promote physical fitness and healthy lifestyles for children.
- They provide a positive and inclusive environment for families.
- They teach character, not just skills.

- They help build a sense of community among parents and athletes alike.

In short, Tumble Bees is not just “a gymnastics program” in our lives—it is a cornerstone of my daughter’s childhood and a real asset to the Coral Gables community.

I cannot recommend Jennifer Karborani, her entire staff, and Tumble Bees Coral Gables highly enough. I strongly urge you to renew their contract as a program provider for the Parks and Recreation Department. Our family, and many others, are deeply grateful for the work they do and would be thrilled to see this partnership with the city continue.

Thank you for your time and consideration.

Sincerely,

Jose Otero

Parent, Tumble Bees Coral
Gables 305-321-7276

SECTION V:

PRICE PROPOSAL

In accordance with the RFP instructions, the Price Proposal has been submitted electronically through INFOR via the Line Items tab. No separate pricing sheets are included in this document.

SECTION VI :

AGREEMENT COMMENTS /EXCEPTIONS

Agreement Comments

Contract Acceptance Statement

Tumblebees Gymnastics agrees to be bound by and to execute the Agreement for this solicitation. While we are fully prepared to accept and honor the Agreement exactly as written, we respectfully request the City's consideration of several operational and pricing adjustments that we believe would enhance program quality, support staffing sustainability, and increase long-term revenue potential for the City. These suggested revisions are not conditions of our acceptance, but rather thoughtful recommendations based on our experience operating this program successfully over the past five years. The details are outlined in the following pages for the City's review.

Tumblebees Gymnastics further agrees to execute the Contract within thirty (30) days of notification of award.

Requested Revisions for City Review

Consideration for Contract Term Extension

Tumblebees would like to respectfully request consideration of an extension to the contract term. While the current structure—a three-year term with two optional one-year renewals—offers flexibility for the City, especially when engaging a new contractor, it can create challenges for program continuity and for the families we serve.

Tumblebees is a professional gymnastics organization dedicated to providing consistent, high-quality programming for the City and its residents. In our sport, progress and development take time. **Our programs are designed to guide children from their early motor development stages through advanced gymnastics levels** — often accompanying them from preschool age through high school, and in some cases, even into college.

If the program were to **change hands frequently**, as could happen under shorter contract terms, it could **negatively affect the students' growth and emotional stability**. Many of our current athletes have already experienced a transition when the previous contractor was replaced in 2021. A potential shift again in 2026 would mean another **major adjustment in schedules, coaching staff, and training structure** — all within a relatively short timeframe. This kind of disruption **can hinder both their physical progress and their sense of consistency and belonging**. Parents would also face the difficult task of explaining repeated changes in a program their children **love and trust**.

Of course, I understand and fully respect that the City must retain the ability to make changes when necessary to ensure quality services. However, I would like to suggest a structure that provides both stability and flexibility — for example, a **4 + 3 + 3-year term** (or a similar variation the City finds appropriate). This format would still **allow the City the option to open bids after each term** if desired, **but would also permit continued partnership with the current contractor** when performance standards are met and the City's goals are being achieved.

Please note, this is not a request or demand — simply a recommendation based on our experience and commitment to offering the best possible environment for the City's youth. **We will gladly honor any structure the City determines is most suitable**. Our goal is simply to provide long-term consistency that supports both the residents and the success of the City's gymnastics programming.

Tuition Adjustment Request & Supporting Analysis

Tumblebees is fully committed to operating under the City's 55/45 revenue split. However, current enrollment data shows that nearly half of all students register at the discounted \$24 per-class member rate instead of the standard \$32 rate. Recent session data confirms this trend: **45.5% of students in Session 1, 46.5% in Session 2, and 66% of summer campers** were active Youth Center members. While this reflects strong satisfaction and supports the City's membership goals, it also means **half of tuition revenue now falls below market value** for youth sports in Coral Gables and Miami-Dade County.

Tumblebees does not receive any portion of membership fees, yet members receive priority registration in a program that is always full, leaving **more than 40 residents and non-residents on the waitlist** each session. When we assumed operations in 2021, member participation was far lower. As our curriculum strengthened retention and year-round enrollment, membership increased—benefiting the City, but shifting the financial balance in a way the original rate structure did not anticipate.

Providing a safe, high-quality gymnastics program requires experienced, certified instructors. Since post-COVID cost-of-living increases, wages for qualified coaches have risen significantly across Miami-Dade County. To recruit and retain the staff needed to maintain safety and quality, compensation must remain competitive. Tumblebees does not employ entry-level or minimum-wage instructors.

Even with the proposed adjustment, Youth Center gymnastics will remain **below or comparable to local market rates**, while offering **longer 50-minute classes** than many nearby gyms. Many area programs charge **\$30–\$40+ per class** for shorter 30- to 45-minute sessions. Tumblebees also offers an **additional 25% discount for families taking a second weekly class**, making the program even more affordable for multi-day participants. And because Tumblebees covers all program expenses, any tuition adjustment **directly increases the City's revenue** without increasing City costs.

It is important to emphasize that the requested adjustment is very modest:

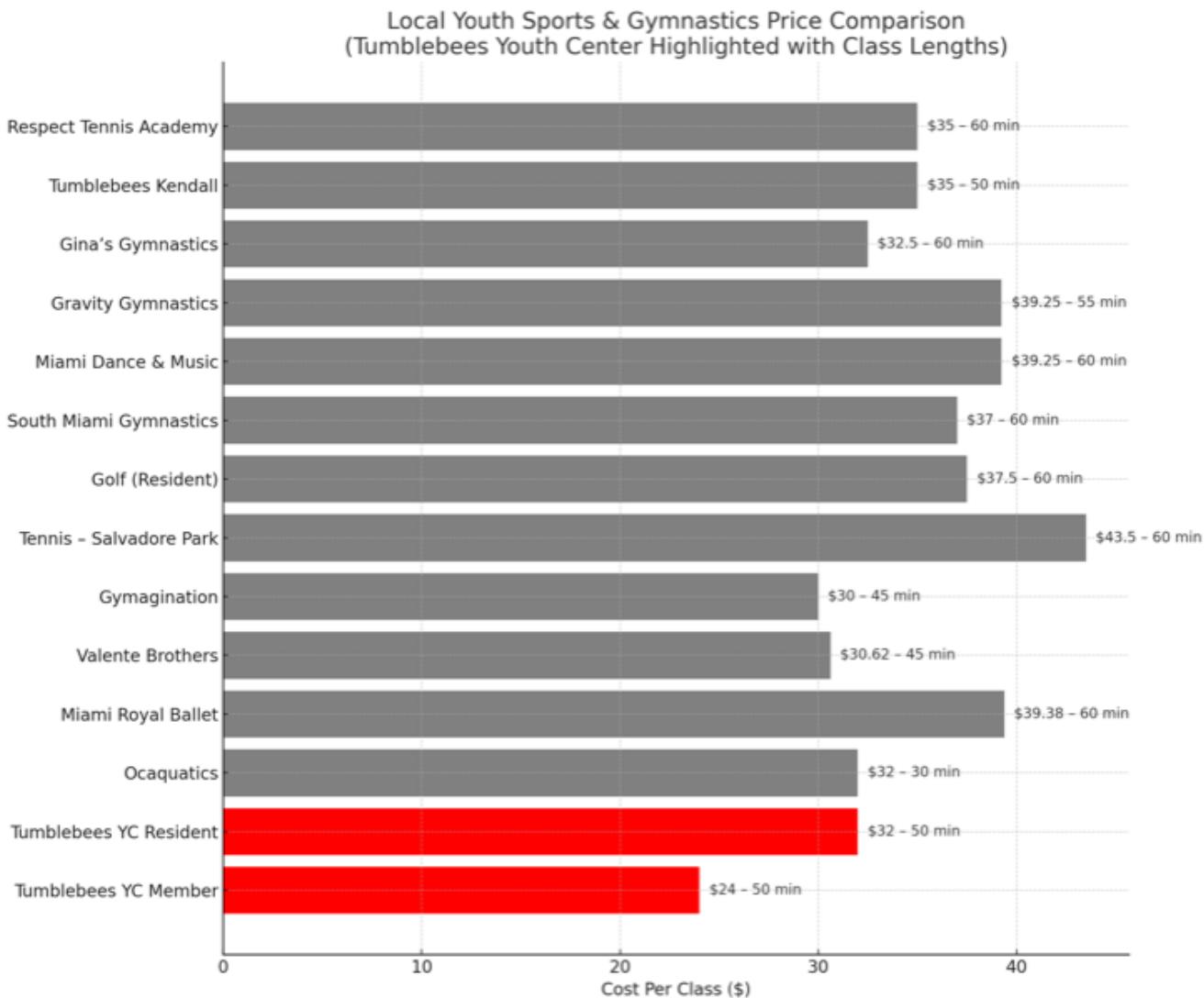
- **Residents:** only a **\$3 increase per class** (\$32 → \$35)
- **Members:** only **\$2.25 more per class**, still far below market value
These increases remain affordable for families while helping support competitive staffing and program quality.

Another option the City may consider is adjusting the membership discount from **25% to 20%**, especially as the non-resident rate is increasing from 25% to 30%. This small change would better balance the pricing structure, increase revenue for both the City and Tumblebees, and still maintain a meaningful member benefit.

Demand in Coral Gables remains extremely strong, with full classes and long waitlists. A modest adjustment—either through tuition or discount updates—will not reduce participation or limit access.

It is also important to note that the new contract freezes tuition rates for the entire three-year term. Without an adjustment now, the program would operate **four consecutive years with no increase**, despite significant post-COVID rises in payroll, insurance, and operational expenses. This would place the program at a financial disadvantage and threaten long-term sustainability. A reasonable adjustment at renewal ensures the program remains stable, competitive, and aligned with the City's fiscal framework.

In summary, the requested tuition adjustment—and optional refinement of the member discount—is modest, data-supported, and aligned with community expectations and the City's financial goals. These updates keep the program affordable, protect instructional quality, and ensure Tumblebees can continue providing safe, high-level gymnastics throughout the next contract term.



Private Lesson Revenue Structure

Tumblebees respectfully requests a revised revenue-sharing structure specifically for private lessons. Private lessons are offered infrequently due to limited after-school availability and therefore **represent a very small portion of overall program revenue**. Adjusting the structure **will not meaningfully impact the City's financial return**.

Industry-wide, it is standard for coaches to retain **75–100% of private lesson fees** as an incentive for taking on one-on-one instruction outside of their normal schedule. Under the City's current private-lesson split (55% Tumblebees / 45% City), we are unable to meet this industry norm. To avoid disappointing families and to maintain staff morale, **Tumblebees has repeatedly had to pay coaches out-of-pocket—beyond the amount retained under the current split—to ensure they are compensated fairly**. While we have done this to maintain service quality and retain high-level instructors, it is not sustainable long-term.

Because coaches are not adequately compensated under the existing structure, many are reluctant to offer private lessons, despite consistent customer demand. Although we considered discontinuing private lessons entirely, families strongly opposed removing this valuable option.

To preserve this service for Coral Gables residents while ensuring staff retention and program quality, we respectfully request a revised structure that will enable us to compensate coaches at industry-standard rates. Specifically, we propose:

- **Allowing Tumblebees to process private lesson payments directly, restoring the procedure previously used by the prior contractor before 2021 and enabling a more efficient and sustainable compensation structure for coaches.**

Because private lessons account for a very small volume of total revenue, this change will have **no meaningful impact on the City's overall financial returns**, yet it will **significantly strengthen the program by supporting coach satisfaction**, maintaining high instructional quality, and meeting community expectations.

Thank you for considering this request; we are confident this adjustment will benefit the program and the families it supports.

SECTION VII:

APPENDIX A

Financial Commitment & Confidence Statement

Tumblebees Gymnastics financial track record is strong, shows growth & a solid increase in business over the years. This is evident in our yearly gross revenue on our tax returns which we are happy to provide to the City upon request. Below you will find our gross annual income for all three of our gymnastic centers.

Tumblebees Gross Annual Income (Kendall)

2013	\$599,930
2014 (Gym Expansion)	\$603,729
2015	\$1,020,359
2016	\$1,179,147
2017	\$1,266,278
2018	\$1,303,678
2019	\$1,090,866
2020 (Covid-19)	Covid-19
2021	\$1,554,346
2022	\$1,569,572
2023	\$1,591,077
2024	\$1,809,705

Tumblebees Gross Annual Income (Jupiter)

2017	\$642,367
2018	\$817,598
2019	\$913,262
2020 (Covid-19)	Covid-19
2021	\$1,133,216
2022	\$1,276,283
2023	\$1,276,886
2024	\$1,346,043

Tumblebees Annual Income 55% Split from the City (Coral Gables)

2021	\$200,138
2022	\$420,417
2023	\$548,048
2024	\$700,915

Tumblebees has consistently increased gross revenue across all three locations since opening. The only year showing a decline was Kendall in 2019, caused solely by the City of Miami's water/sewer project on our main access road. Construction blocked our parking lot for over four months, and single-lane closures created long delays that limited class attendance. Documentation can be provided upon request.

Please note that the program at the Coral Gables Youth Center is currently operating at full capacity. Should additional space become available at the Youth Center in the future, Tumblebees is confident we can significantly increase enrollment and further enhance revenue for the City—all without increasing City expenses.

Closing Statement

A Program Led by Lifelong Coral Gables Residents and Community Stakeholders

Tumblebees' dedication to the Coral Gables Youth Center is strengthened by our deep personal and professional roots in the City. Every member of my immediate family, including myself, is a lifelong Coral Gables resident. In addition, two key members of our leadership team—my sister, who serves as the on-site manager, and my mother, who supports our seasonal camp programs—also live, work, and remain actively involved in the Coral Gables community. We own homes and businesses in the City, support local businesses daily, and rely on Coral Gables services, programs, and amenities in our everyday lives.

This program is not simply a business operation for us; it is a service we provide to our own neighbors and community. Our long-standing presence in Coral Gables gives us a unique understanding of the City's standards of excellence and the expectations of its residents. Because this is our home, we are personally committed to ensuring that the gymnastics program continues to reflect the quality, integrity, and level of care that Coral Gables families deserve.