



The City of Coral Gables

Procurement Division

2800 S.W. 72ND AVENUE
MIAMI, FLORIDA 33155

April 23, 2026

All Responding Proposers (See Distribution List)

SUBJECT: RFP 2026-001 Soccer Program Management Services

Dear Proposers:

The evaluation of the proposals submitted in response to the above cited solicitation is complete. The City Manager has recommended an award as shown in the attached document (Award Recommendation).

This notice is provided in accordance with Section 2-910 (c) of the Code of Ordinances for Coral Gables. Our provision of this notice also serves to confirm the lifting of the Cone of Silence from this procurement action as dictated by Section 2-1027 (4b) of the same City Code.

Thank you for your participation in this competition. If you have any questions please contact Michael Angrand, Procurement Specialist at 305-460-5103 or mangrand@coralgables.com.

Sincerely,

A handwritten signature in blue ink, reading "Celeste S. Walker-Harmon".

Celeste S. Walker-Harmon
Chief Procurement Officer

Attachment: Award Recommendation

Distribution List of Proposers:

Coral Gables FC, LLC
Sunrise Prime Football Club, Inc. dba FC Prime and Athletic Club Florida, LLC
Gimenese Enterprises of Florida, Inc.
H Soccer Training Corp.
US Champions Soccer Academy, LLC

CITY OF CORAL GABLES

-MEMORANDUM-

TO: Honorable Mayor and
Members of the City Commission

Date: April 16, 2026

FROM: Peter J. Iglesias
City Manager

Peter J. Iglesias
Digitally signed by Peter J. Iglesias
Date: 2026.04.22 17:22:07
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SUBJECT: Award Recommendation
RFP 2026-001 Soccer Program
Management Services

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

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

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

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

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

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

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

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

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

Please contact me should you have any questions.

Copy:

Cristina M. Suárez, City Attorney

Billy Y. Urquia, City Clerk

Carolina Vester, Assistant City Manager

Fred Couceyro, Community Recreation Director

Carlos Pichardo, Assistant Community Recreation Director

Diana M. Gomez, Finance Director

Celeste S. Walker-Harmon, Chief Procurement Officer



Full Composite Report

RFP 2026-001 Soccer Program Management Services

Meeting Date: 4/9/2026

Criteria	Max Points	Total Max	Coral Gables FC LLC						H Soccer Training Corp						US Champions Soccer Academy LLC					
			Erin	Sarah	Orlando	Robert	Todd	TOTAL	Erin	Sarah	Orlando	Robert	Todd	TOTAL	Erin	Sarah	Orlando	Robert	Todd	TOTAL
Experience & Qualifications																				
Proposer's qualifications including, but not limited to, company history and description, number of years in business, size, number of employees, office location where work is to be performed, licenses/certifications, credentials, capabilities and capacity to meet the City's needs	10	50	9	9	8	7	8	41	6	8	8	8	7	37	10	10	10	10	9	49
Qualifications and experience of all proposed key personnel	5	25	5	5	4.5	5	4	23.5	5	5	4	4	3	21	5	5	5	5	4.5	24.5
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	5	25	5	5	4	5	4.5	23.5	3	5	4	4	4	20	5	5	5	5	4.5	24.5
Experience & Qualifications Total	20	100	19	19	16.5	17	16.5	88.0	14	18	16	16	14	78	20	20	20	20	18.0	98.0
Program Approach & Curriculum																				
Evaluation of the proposed soccer curriculum's quality and alignment with the U.S. Soccer Federation's Long-Term Player Development (LTPD) model. Includes structure for recreational, developmental, and competitive levels	20	100	20	18	17	20	18	93	18	17	17.5	20	17	89.5	20	19	19	20	18	96
Program Approach & Curriculum Total	20	100	20	18	17	20	18	93	18	17	17.5	20	17	89.5	20	19	19	20	18	96

Criteria	Max Points	Total Max	Coral Gables FC LLC						H Soccer Training Corp						US Champions Soccer Academy LLC					
			Erin	Sarah	Orlando	Robert	Todd	TOTAL	Erin	Sarah	Orlando	Robert	Todd	TOTAL	Erin	Sarah	Orlando	Robert	Todd	TOTAL
Resident Prioritization & Inclusion																				
Evaluation of the plan to meet the 50% Coral Gables resident participation requirement, offer financial aid, and provide inclusive programming for youth with disabilities or special needs	20	100	20	19	16	19	18	92	17	19	16	19	17	88	20	20	16.5	20	18	94.5
Resident Prioritization & Inclusion Total	20	100	20	19	16	19	18	92	17	19	16	19	17	88	20	20	16.5	20	18	94.5
Staffing & Supervision Plan																				
Review of staffing levels, supervision structure, and compliance with licensing and safety requirements. Includes on-site management and emergency preparedness	15	75	15	15	13.5	15	14	72.5	12	14	11	12	12	61	15	15	14	15	14	73
Staffing & Supervision Plan Total	15	75	15	15	13.5	15	14	72.5	12	14	11	12	12	61	15	15	14	15	14	73
Financial Proposal & Revenue Sharing																				
Clarity and feasibility of the financial plan, including revenue projections, adherence to the 70/30 revenue split, and financial reporting procedures	10	50	8	10	7	9	8	42	10	10	8.5	10	8.5	47.0	10	10	9.5	10	8	47.5
Financial Proposal & Revenue Sharing Total	10	50	8	10	7	9	8	42	10	10	8.5	10	8.5	47.0	10	10	9.5	10	8	47.5
Reporting & Compliance																				
Ability to meet all reporting requirements, including attendance, financials, and incident reports, and to collaborate effectively with City staff	5	25	5	5	4	5	4.5	23.5	5	5	5	5	4.5	24.5	5	5	5	5	4.5	24.5
Reporting & Compliance Total	5	25	5	5	4	5	4.5	23.5	5	5	5	5	4.5	24.5	5	5	5	5	4.5	24.5
Innovation & Value-Added Services																				
Consideration of any unique features, enhancements, or additional services that add value to the program, such as technology integration, parent engagement tools, or sustainability practices	5	25	4	4	3.5	4	3.5	19.0	4	3	3.5	4	3	17.5	5	5	4.5	5	5	24.5

Criteria	Max Points	Total Max	Coral Gables FC LLC						H Soccer Training Corp						US Champions Soccer Academy LLC					
			Erin	Sarah	Orlando	Robert	Todd	TOTAL	Erin	Sarah	Orlando	Robert	Todd	TOTAL	Erin	Sarah	Orlando	Robert	Todd	TOTAL
Innovation & Value-Added Services Total	5	25	4	4	3.5	4	3.5	19.0	4	3	3.5	4	3	17.5	5	5	4.5	5	5	24.5
Agreement Comments/ Exceptions																				
Review exceptions made by the proposer to the conditions listed in the agreement for the services	5	25	5	5	5	5	4	24	5	5	5	5	4	24	5	5	5	5	4	24
Agreement Comments/ Exceptions Total	5	25	5	5	5	5	4	24	5	5	5	5	4	24	5	5	5	5	4	24
Grand Total		500						454.0						429.5						482.0
Ranking								2						3						1

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