

RESOLUTION NO. \_\_\_\_\_

**A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER, PURSUANT TO REQUEST FOR PROPOSALS (RFP) 2023-073-WG PROFESSIONAL TENNIS MANAGEMENT AND OPERATION SERVICES AT THE CITY'S FLAMINGO PARK TENNIS CENTER, AUTHORIZING THE ADMINISTRATION TO NEGOTIATE WITH CANAS TENNIS ACADEMY LLC, THE TOP-RANKED PROPOSER; AND, IF UNSUCCESSFUL IN NEGOTIATING AN AGREEMENT WITH THE TOP RANKED PROPOSER, AUTHORIZING THE ADMINISTRATION TO NEGOTIATE WITH CASELY TENNIS FOUNDATION, INC., THE SECOND-RANKED PROPOSER; AND FURTHER AUTHORIZING THE CITY MANAGER AND CITY CLERK TO EXECUTE AN AGREEMENT UPON CONCLUSION OF SUCCESSFUL NEGOTIATIONS BY THE ADMINISTRATION.**

**WHEREAS**, On July 14, 2014, the City and Miami Beach Tennis Management entered into an agreement to provide professional tennis management and operation services at the City's Flamingo Park Tennis Center; and

**WHEREAS**, prior to the May 31, 2019 expiration date of the agreement, the City issued RFP 2019-046-WG, seeking proposals for a replacement agreement; and

**WHEREAS**, pursuant to RFP 2019-046-WG, on May 8, 2019, the Mayor and City Commission accepted the recommendation of the City Manager and authorized the Administration to negotiate with Miami Beach Tennis Management, the firm that was the incumbent at the time, for a replacement agreement; and

**WHEREAS**, however, in January 2020, Miami Beach Tennis Management elected to end negotiations and move out of the facility by February 2020; and

**WHEREAS**, as a result, the Parks and Recreation Department began managing the facility in the interim until another competitive process could be completed; and

**WHEREAS**, on April 21, 2021, the Mayor and City Commission approved the issuance of Request for Proposals (RFP) 2021-188-WG for professional tennis management and operations services at the Flamingo Park Tennis Center; and

**WHEREAS**, six responsive proposals were received on May 24, 2021; and

**WHEREAS**, on January 20, 2022, the Mayor and City Commission rejected all proposals received pursuant to the RFP and authorized the Administration to continue the staff's management of the center; and

**WHEREAS**, notwithstanding the successful interim management of the center by the Parks and Recreation Department, the Administration determined that it was in the City's best interest to, once again, issue an RFP; and

**WHEREAS**, this determination was made due to the post-COVID-19 pandemic decline of usage numbers and the demand for world-class tennis instruction, while prioritizing a high level of customer service, which would include the additional hiring of tennis industry

professionals; and

**WHEREAS**, on November 16, 2022, the Mayor and City Commission approved the issuance of the RFP 2023-073-WG for professional tennis management and operations services at the Flamingo Park Tennis Center; and

**WHEREAS**, RFP responses were due and received on January 19, 2023; and

**WHEREAS**, proposals were received from the following firms: Canas Tennis Academy LLC, Casely Tennis Foundation, Inc., David Ensignia Tennis Academy, Inc., FM Tennis LLC, Gorin Tennis Academy Inc., Sport Partners LLC, Tennis Innovators, Tennis King Miami LLC, Tennis Revolution LLC, and Van Daalen Tennis, LLC; and

**WHEREAS**, on February 15, 2023, the Evaluation Committee appointed by the City Manager comprised of David Berger, Vice-Chair, Parks and Recreational Facilities Advisory Board; Jose del Risco, Assistant Director, Parks and Recreation Department; Gayle Durham, Resident; Linsey Lovell, Board of Governors, Miami Beach Chamber of Commerce; and Sean Smith, Chair, Parks and Recreational Facilities Advisory Board convened to consider the proposals received; and

**WHEREAS**, the Committee was provided an overview of the project, information relative to the City's Cone of Silence Ordinance, the Government Sunshine Law, and general information on the scope of services and a copy of each proposal; and

**WHEREAS**, the Committee was instructed to score and rank each proposal pursuant to the evaluation criteria established in the RFP; and

**WHEREAS**, the evaluation process resulted in the proposers being ranked by the Evaluation Committee in the following order:

- 1st ranked – Canas Tennis Academy LLC
- 2nd ranked – Casely Tennis Foundation, Inc.
- 3rd ranked – Van Daalen Tennis, LLC
- 3rd ranked – FM Tennis LLC
- 5th ranked – Tennis Revolution LLC
- 6th ranked – Tennis King Miami LLC
- 7th ranked – Sport Partners LLC
- 8th ranked – David Ensignia Tennis Academy, Inc.
- 9th ranked – Tennis Innovators
- 10th ranked - Gorin Tennis Academy Inc.

**WHEREAS**, after reviewing the results of the Evaluation Committee process and information presented by the firms, the Administration recommends entering negotiations with Canas Tennis Academy LLC, as the proposer receiving the overall top-rank in the Evaluation Committee process, and, if unsuccessful in negotiating an agreement with Canas Tennis Academy, authorizing the Administration to negotiate with Casely Tennis Foundation, as the second-ranked proposer; and

**WHEREAS**, if awarded, the Administration will proceed to negotiate a contract with Canas Tennis Academy which will include clearly defining roles and responsibilities, revenue and the public benefits to be offered; and

**WHEREAS**, while some proposers received higher scores on certain criteria, the RFP clearly stipulated that rankings would be based on the aggregate scores of all criteria included; and

**WHEREAS**, it would be improper to emphasize or disregard one evaluation criteria factor over another to the benefit a particular proposer; and

**WHEREAS**, for the reasons stated herein, the Administration recommends that the Mayor and City Commission authorize the Administration to enter into negotiations with Canas Tennis Academy LLC, as the top-ranked proposer; and, if unsuccessful, authorize the Administration to enter into negotiations with Casely Tennis Foundation, Inc., as the second-ranked proposer; and further authorize the City Manager and City Clerk to execute an agreement upon the conclusion of successful negotiations.

**NOW, THEREFORE, BE IT DULY RESOLVED BY THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA**, that the Mayor and City Commission hereby accept the recommendation of the City Manager, pursuant to Request for Proposals (RFP) 2023-073-WG Professional Tennis Management and Operation Services at the City's Flamingo Park Tennis center, authorize the Administration to negotiate with Canas Tennis Academy LLC, the top-ranked proposer; and, if unsuccessful in negotiating an agreement with the top-ranked proposer, authorizing the Administration to negotiate with Casely Tennis Foundation, Inc., the second-ranked proposer; and further authorize the City Manager and City Clerk to execute an agreement upon conclusion of successful negotiations by the Administration.

**PASSED AND ADOPTED** this \_\_\_\_\_ day of \_\_\_\_\_ 2023.

**ATTEST:**

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RAFAEL E. GRANADO, CITY CLERK

\_\_\_\_\_  
DAN GELBER, MAYOR

APPROVED AS TO  
FORM & LANGUAGE  
& FOR EXECUTION

  
\_\_\_\_\_  
City Attorney *SA* 4-24-23  
Date