

Broward County CBRP Soccer CBRP Soccer Concessions Programming Partner

**RLI # PNC2116254R1**

Evaluation Criteria	BEXA LLC	Foot Ball Club Prime Inc	Kaptiva Sports, Inc./Weston FC/Weston Cup/Soccer 5	US Champions Soccer Academy, LLC
<p><b>1. Ability of Professional Personnel:</b></p> <p><b>1A.</b> Identify the Vendors management team, including the Vendor’s manager or owner, and other key members of the team. Provide the qualifications and relevant experience of the key team members and key staff that are intended to be assigned to this project.</p> <p><b>Points Value: 20</b></p>	<p>Bernardo Del Rio Ximena Hernandez</p> <ul style="list-style-type: none"> <li>No qualifications or relevant experiences were submitted.</li> </ul>	<p>Alan Hough – President</p> <p>Daniel J. Tidmarsh – Vice President</p> <p>Nick J. Dunbar – Secretary</p> <ul style="list-style-type: none"> <li>No qualifications or relevant experiences were submitted</li> </ul>	<p><b>Kaptiva:</b> <b>Enrique Guijarro – USA Director</b></p> <p><b>Gemma Castellarnas –CFO</b></p> <p><b>Victor Munoz – Business Development</b></p> <p><b>Albert Padilla – Club Administrator</b></p> <p><b>Janet Castillo -KSA Travel Manager</b></p> <p><b>Marcelo Barbosa – Public Relationship Manager</b></p> <p><b>Gibran Tevar – Director of Coaching (U12-U17)</b></p> <p><b>Pablo Garrido – Director of Coaching (U6-U12)</b></p> <p><b>Ronald Garces – Goalkeeper Director</b></p> <p><b>Weston FC:</b> <b>Steve Ziegler – President</b> Involved with youth soccer for all of his life as a player, coach, referee, and in various official positions with youth</p>	<p><b>Ravy Truchot – President and CEO</b> Founder &amp; CEO, Ravy Truchot sets the overall direction with over 20 years’ experience in entrepreneurship and management roles in the IT industry. Mr. Truchot was Founder &amp; CEO of successful startups such as Blackdivine Group, SkyRecon Systems, Winwise. Prior to that, Mr. Truchot was Director of Sales at Microsoft France, Vignette and Amadeus. Ravy holds a BBA in Marketing Management from the IEMI Paris and the International Management Center of Geneva, and a Master in Business Management from HEC Business School.</p> <p><b>Wagneau Eloi - Technical Director and Director of Coaches</b> Wagneau Eloi, Technical Director and Director of Coaches, is a Haitian/French former professional</p>

			<p>leagues. Original founder of Weston AYSO in 1994 and served as its Regional Commissioner for 6 years. Started AYSO with 100 kids and built the program into a 2,000-player program. In 1998, founded Weston FC and served as its President for many years. Also created an alliance amongst all the sports organizations operating in the City of Weston and offering to the City of Weston a contractual arrangement with these organizations to operate the sports programs so the City would not have that expense. Instrumental in assuring that the Weston Regional Park was built and in obtaining needed funds from the State of Florida to construct the Park.</p> <p><b>Ares Michaelides – VP Boys</b> Involved with the Weston soccer community since 2000 in various capacities, including coaching and serving on the board of directors. For the past seven years, served as the VP of the Boys Premier Program, managing all strategic and administrative aspects for the boy’s program. Holds a USSF D license and played as a collegiate All- American at Drew University in New Jersey. A Chartered Financial Analyst,</p>	<p>soccer striker from the elite clubs of Europe (AS Monaco, RC Lens, AS Nancy). He was scouted when he was only nine years old and started professional training at the age of twelve in the top soccer center in France. Wagneau Eloi is known for his numerous peak performances and is recognized as a world class soccer champion. Some of his accomplishments include:</p> <ul style="list-style-type: none"> <li>• Winner of the Military World Championship with the French National Team</li> <li>• Two-time Champion of France in 1998 and 2000</li> <li>• Winner of the League Cup one year later with the French team RC Lens</li> <li>• In April 2008, he became the head coach of the Haiti national team in the qualifying phase of the 2014 World Cup, where the Haitian team finished second of its group.</li> </ul> <p><b>Manuel Montevidoni – CFO</b> Experienced finance and compliance professional, Mr. Montevidoni has extensive experience in accounting and auditing, having worked for over 8 years with Ernst &amp; Young in Italy and in the United Kingdom, as well as in supporting the leadership teams of Louis Vuitton Moet Hennessy and TAG Heuer from a financial</p>
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			<p>who holds an undergraduate degree from Drew University and two Masters degrees from the London School of Economics.</p> <p><b>Tony De Castro – Treasurer</b> A long-time Weston resident and holding an International Business Degree from Florida Atlantic University in Boca Raton. An IT &amp; Business Processes Consultant by profession, Tony leads the Energy &amp; Utilities practice at IBM Corporation. He has also served as an executive at other prominent multinationals such as Oracle Corporation, SciTech and other private consulting firms. Extensive experience to the financial management and planning of the Clubs’ operations and has been a key member of the Board of Directors for the past six years. Part of the leadership team that formulated and executed the key strategies that has made WFC one of the most prestigious Youth Soccer Clubs in the nation.</p> <p><b>Victor Pastora – Tech. Director</b> Responsible for the development and implementation of the overall curriculum for our Premier &amp; Academy programs for Boys.</p>	<p>management standpoint for over 6 years. Mr. Montevidoni is currently the financial officer for a successful fast growing internet start-up company based in Miami.</p> <p>Mr. Montevidoni holds an MBA from Bocconi University in Milan and holds audit and fraud investigation certifications. Mr. Montevidoni is in charge of all the finance, legal and administration activities.</p> <p><b>Rozenn Sayag – Communication, Events and Administration</b> Experienced in event management and business development. With over five years’ experience with Comexpo Paris and three years with Paris Saint-Germain Academy Florida in Miami, Mrs. Sayag holds a BA in Spanish and Administrative Law and a Master in Marketing from ISEG Paris Business School. Fluent in Spanish, English, and French, Mrs. Sayag is in charge of Communication, Events and Administration. In 2017, she was promoted to Operation Coordinator for FC Miami City for 2018 season.</p> <p><b>Elise Wallon – Marketing &amp; Operations Director</b></p>
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				<p>of experience in coaching in the best soccer clubs in Europe such as Head Coach in F.C. Barcelona (FCB Escola) or Strength and Conditioning Head Coach and coaching coordinator in Villareal C.F. Technical director of national tournaments in Spain for several years in Spain, Raul is now in charge of all the programming of the activities and soccer programs in Florida (Miami, Palm Beach, Plantation, Homestead) and supervise all the tournaments' organization.</p> <p><b>Julian Pedraza – Program Director</b></p> <p>Under the current proposal, we commit to appoint Mr. Pedraza as Program Director for CBRG on a full-time basis.</p> <p>Julian Pedraza a former professional player originally from Colombia, has been one of Belgium's top talent scouts for all divisions in the country and among the most successful in identifying young talent and then coaching them in lower division teams that feed the top teams in Belgium.</p> <p>Awarded with a UEFA B diploma in 2006, Mr. Pedraza earned a special diploma of the Royal Belgian Football Association, known by its Belgian acronym ACFF (Association de Clubs</p>
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				<p>Francophone de Football or, in English, Association of French-Speaking Football Clubs). ACF is the national authority on soccer in Belgium.</p> <p><b>Coaching Staff, certified by the Paris Saint-Germain</b>  All our coaches of the PSG Academy Florida technical team are highly qualified and for the majority are full-time soccer professionals. Each coach is certified by the PSG headquarters and follows the PSG programs designed by David Hernandez, the PSG Head of Methodology.  In addition, the PSG Academy Head Coach from Paris, Benjamin Hourii, comes to PSG Academy Florida each year to give 4 weeks of training and workshops to all of our coaches.</p>
<p><b>1B.</b> Include resumes for the Project Manager and all key staff described. Provide any licenses, certifications, designations  <b>Points Value: 10</b>  <b>Total Points Value 1A, 1B = 30</b></p>	None submitted	None Submitted	None submitted	None submitted
<p><b>2. Project Approach:</b>  <b>Describe the vendors approach to the project</b>  2a. Include project design/layout, expected services and goods for</p>	None submitted	None submitted	The partnership constituted of Kaptiva Sports, Weston FC, and Soccer5 can probably be considered the strongest youth soccer collaboration in all south Florida. This partnership will allow us to conduct many	<b>The objective of bringing the beIN Sports league to CBR is to create a youth soccer destination for South Florida</b> which is family friendly. Every weekend there will be <b>league soccer games</b> and

<p>rent/sale, including soccer/soccer related items and may include other related activities such as lessons, competitions, plus ancillary/incidental activities including food/beverage/sundries concessions, office and storage.</p> <p><b>Points Value: 10</b></p>			<p>different soccer related events with the knowledge and expertise of soccer organizations that have been successfully operating in this market and have positively shaped the Broward County sports landscape for many years. From soccer academies with the highest level in south Florida (KSA and Weston FC DA Teams), some of the biggest and most important tournaments in the US (Weston Cup and Showcase), summer camps for national and international brands, semi-pro teams competing in NPSL and PDL, to special and centralized events in a brand-new turf field. We are more than sure that this could be a great opportunity to create a soccer family with some of the most powerful soccer organizations that possess the resources and willingness to keep growing and keep implementing new and more ambitious projects along with CBRP as our home, engaging a huge soccer community who is already related to our programs.</p>	<p><b>entertainment</b> for families and siblings of the players. There is a substantial need to improve the concession facility as well as allow food trucks in the premises to offer a variety of food and drinks choice. A capital investment will be made by US Champions Soccer Academy LLC to ensure that appropriate shaded seating areas will be installed alongside fields 1 to 4 as well as a comfortable outdoor dining area will be arranged.</p>
<p>2b. Include staffing plan and describe how the Vendor will use sub-consultants in the project</p>	<p>None submitted</p>	<p>Sub-Contracting Firm - XL Sports World – Turf Installation and other field preparations...</p>	<p>None submitted</p>	<p>All staff will be employed by US Champions Soccer Academy LLC and we do not plan to hire / use sub-consultants or contractors for the provision of our services. What makes our Organization</p>

				different from other soccer entities is that we detect and hire the best soccer talents and that most of our soccer staff is from Europe where they have acquired, on the field, the knowledge and expertise to legitimately deliver their profession in the US market.
2c. Describe Marketing Plan and state how these tournaments, youth camps, and stadium rentals would be marketed to the public	None submitted	None submitted	None submitted	<p>The promotion of the leagues will be done directly by all the teams who will participate (for example our soccer Group have almost 40K followers between Facebook and Instagram) but particularly by BeIN Sports on their social media platforms, TV Channel and their internet TV platform, BeIN Sport Connect.</p> <p>The promotion of our Academy and its programs (recreational soccer, competitive soccer, soccer clinics and soccer camps) will be managed by our marketing team based in Miami. As for our marketing team's capabilities, we have been able to effectively increase market awareness of our</p> <p><b>Paris Saint-Germain Academy</b> as well as our PDL team <b>FC Miami City</b>. In just four years of existence we are <b>one of the biggest youth soccer academies in South Florida</b> with over 1,200 players enrolled with our Academy in our multiple</p>



				<p>locations. FC Miami City has not only achieved outstanding league results for the last 3 seasons but also attracted significant crowds of soccer fans and supporters to its home games in Miami. The attendance of our Lamar Cup game in 2018 exceeded 2,000 fans.</p>
<p>2d. Describe Vendor's plan to target potential audience and target existing audience to expand bookings.</p>	None submitted	None submitted	None submitted	<p>We shall partner with the County to ensure that we can optimize the utilization of the Tropical Splash Water Park in connection with beIN League events. Our plan to successfully expand our PSG Academy in Central Broward Regional will rely on <b>local promotion and open to the public soccer events</b> to ensure that the communities within 15 to 20 miles radius of the Central Broward Regional will be aware of the existence of the PSG Academy. It will be in practical terms an <b>expansion of the PSG Academy Plantation</b> which will be actively be involved with the development of the Academy in Central Broward Regional. We plan on adding at least 600 players to the academy within the first two seasons.</p>

<p><b>3. Past Performance</b>  <b>Describe Vendors experience on projects of similar nature, scope and duration, with the present status of those projects for the past five years.</b></p> <p>3a Specify which of the Vendor’s team is or no longer is involved in each listed soccer programming project and what their role is or was. If any of the Vendor’s projects have been or are leases or agreements with state or local governments, include a copy of the lease agreement.</p>	None submitted	None submitted	<p>Kaptiva Sports has successfully managed soccer academies, summer camps, tournaments, events and other soccer related activities across the US for more than 10 years working along with some of the most powerful sports brands worldwide. Since 2013 Kaptiva Sports also runs the “Academy” in Barcelona, a high performance residential complex where players from more than 40 nationalities train, study and live a professional experience. These are some of our US partners:</p> <p><b>FC Barcelona</b> - we have been the main management company for international academies and summer camps in the US of one of the most powerful sport organizations worldwide. More than 4 years working with FC Barcelona in more than 12 cities within the US and more than 4 different countries.</p> <p><b>Central Broward Regional Park</b> - More than 4 years operating soccer academies, summer camps, and other soccer related activities at CBRP</p> <p><b>Maryland Soccer Plex</b> - More than 4 years operating soccer academies, summer camps, and other soccer related activities at these facilities</p> <p><b>Miami Dade College</b> - One year operating summer camps and</p>	<p><b>•US CHAMPIONS SOCCER ACADEMY, A GLOBAL YOUTH PROJECT</b>  US Champions Soccer Academy LLC, a company established in 2014 in the State of Florida, offers the widest network of professional soccer players and coaches in South Florida and aims at providing a professional future to every players and training the <b>champions of tomorrow</b>.  US Champions Soccer Academy LLC has a proven and solid track records in developing extremely <b>successful programs</b> and players to the professional level, in the US and in Europe.</p> <p>[USA]  Florida Club Soccer League beIN Sports will elevate and change the competitive youth soccer landscape by challenging the players and soccer clubs in a premium and enriching environment offering them the highest level of competition and unique opportunities with the support and expertise of <b>BeIN sports</b> (Visibility and exposure, content production, entertainment, rewards etc.).</p> <p>USA]</p>
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			<p>referees and fans with respect. We live our motto of “Integrity, Dedication, Success” every day both on and off the field.</p> <p>Weston FC has approximately 1,100 players ranging in ages from 7-19 from all over South Florida. Weston FC has approximately 70 teams that play a ten-month season in South Florida, around the nation, and internationally. Since 2007, the US Soccer Federation has certified Weston FC as one of 80 US Soccer Development Academy Clubs.</p> <p>Weston FC is located in Weston, Florida approximately 20 minutes west of Fort Lauderdale and 30 minutes north of Miami. The City of Weston has been recognized many times as one of the best cities to live in Florida and one of top 100 small cities in the United States.</p> <p>Weston is located near beaches, malls, great restaurant and many attractions. Our home fields are Vista Park and Weston Regional Park which are recognized as some of the best soccer playing facilities in Florida.</p> <p>In 2017, Weston FC was one of the first clubs in the country to be certified as a Development Academy Club for the girl’s program. The Club is one of the</p>	<p><b>(ICEF), it is the very first and private professional football training center for International players willing to achieve a professional career in Europe.</b></p> <p>ICEF provides a professional training environment to develop professional soccer players from all over the world. ICEF offers a premium access to the European soccer and has designed full immersion programs for players from 15 years old and up.</p> <p>[USA] US Champions Soccer Academy LLC, is the only soccer academy in Miami-Dade County to own a <b>PDL (Premier Development League) franchise since 2014.</b></p> <p>The PDL is the development league of the United Soccer Leagues in the United States, Canada, and Bermuda, forming part of the American Soccer Pyramid. It is currently the top-level men’s amateur soccer competition in the United States, and has 74 teams and over 1600 players nationwide.</p> <p><b>The PSG Academy technical directors and coaches as well as</b></p>
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			<p>few clubs in the nation to be awarded the highest youth soccer distinction of being named as Development Academy for both the boys and the girls.</p> <ul style="list-style-type: none"> <li>- Weston FC managed a similar project in Weston, Florida creating its own mini soccer complex at Mission Vida field two years ago</li> <li>- Investment of \$75,000, supported by monthly maintenance and field painting</li> <li>- Field usage includes: Training and games and Weston Cup</li> </ul> <p>Soccer 5: Multiple soccer 5 centers designed, built and operational in Miami Dade parks including Kendall Soccer Park, Tropical Park and Amelia Earhart Park - all profitable - all offering multiple economic and community positive outcomes.</p> <p>Powerpoint supporting this with Broward County after recent award of Brian Piccolo Park &amp; Tradewinds Park rli no. r2113880r1</p>	<p><b>the management team are involved in each listed soccer programming in order to provide a professional environment and ensure the quality and success of all the projects.</b></p>
<p>3b. Provide a minimum of three references. References should be from contacts directly involved with Vendor's soccer programming projects. References and performance evaluations will be considered in evaluation of Vendor's past performance. Refer to the</p>	<p>None submitted</p>	<p>None submitted</p>	<p>Maryland Soccer Plex – Jimmy Escobar  <a href="mailto:jescobar@mdsoccerplex.org">jescobar@mdsoccerplex.org</a>  (301)5525-7353  University of Texas, Dallas – Bill Petitt <a href="mailto:bpitt@utdallas.edu">bpitt@utdallas.edu</a>  (972)883-2055  Miami-Dade County Parks, Recreation and Open Spaces –</p>	<p><b>PDL League:</b>  <b>Mike Panter</b>, Director PDL Operations and compliance 813-514 1774,  <a href="mailto:mike.panter@uslsoccer.com">mike.panter@uslsoccer.com</a></p> <p><b>Miami-Dade:</b> we propose our competitive and recreational soccer programs in many of the</p>

<p>Vendor Reference Verification Form for additional information.</p>			<p>Katie Goodwin  <a href="mailto:Katherine.Goodwin@miamidad.e.gov">Katherine.Goodwin@miamidad.e.gov</a> (305)275-1152  Miami-Dade Tropical Park –  Chad Pezoldt  <a href="mailto:chad.pezoldt@miamidade.gov">chad.pezoldt@miamidade.gov</a>  (786)205-0949</p>	<p>facilities of Miami-Dade Parks &amp; Recreation, including Tropical Park, Tamiami Park, Kendall Soccer Park, Amelia Earhart and Homestead Air Reserve Park</p> <p><b>Tropical Park:</b> Mr. Chad Pezoldt, Park Manager,  Chad.Pezoldt@miamidade.gov  (786) 205-0949</p> <p><b>Tamiami Park:</b> Mr. Raul Carmona,  Raul.carmona@miamidade.gov  (305) 431-2852</p> <p><b>Kendall Soccer Park:</b> Ms. Katherine Goodwin,  <a href="mailto:Katherine.Goodwin@miamidad.e.gov">Katherine.Goodwin@miamidad.e.gov</a> (305) 283-8477</p> <p><b>Amelia Park:</b> Mr. Darryl Gordon,  Darryl.gordon@miamidade.gov  (305) 710-8359</p> <p><b>Homestead Air Reserve Park:</b>  Mr. Eric Banks,  eric.banks@miamidade.gov  (305) 343-7600</p> <p><b>Riviera Day School:</b> we propose afterschool programs and we coach the official soccer teams of Riviera School. For any reference please contact the Principal Dr. Ana Rodriguez.  anarodriguez@rivieraschools.com (305) 666 – 1856</p>
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				<p><b>Palm Beach County</b>  <b>Gunter Schirmer</b>, Executive Director of Palm Beach Premier FC Foundation  Gunteragc@gmail.com (305) 775-6625</p> <p><b>Palm Beach County Parks and Recreations Department</b>  - Recreation specialist II, sports and wellness: Mike Calhoun, mcalhoun@pbcgov.org</p>
<p><b>4. Investment/Finance Plan: Describe the expected investment, financing, and revenue plan in the Project.</b></p> <p>4a. List source(s) of financing for the Project. Distinguish between available capital/sources percentage and percentage that will need to be obtained. Specify how and when the financing will be obtained.</p>	\$23,200 annually	None submitted	Amount destined to cover all operating costs per year except the 9a, 9b, and 9c points of the bid. This amount will constitute a 70% total capital destined for this project per year (around 600K dollars per year).	All investments needed for the project will be funded directly by US Champions Soccer Academy LLC. The source of funds comes from his principal member, Mr. Ravy Truchot.
<p>4b. Include dollar amounts for the construction-related and installation-related costs for improvements and installations for the Project, initial equipment, finishing and furnishings cost, and initial supplies and operating costs.</p>	None submitted	None submitted	Amount already granted in case the project moves forward destined to cover 1 million dollars for the turf field construction; 100K for the capital expenditure over the initial term; 10K for the annual maintenance funding. This will approximately constitute a 30% total capital destined for this project (around 1.2 million dollars).	<p>We have appointed an Architectural Firm with the limited scope of reviewing the site and propose an intervention plan. According to the Firm's parametric estimate the capital expenditure needed is \$220,000.00, which would include:</p> <ol style="list-style-type: none"> <li>1. Purchase and installation of a 4 sets of high quality durable 10 rows elevated bleachers with UV shade covers for an investment of \$60,000.</li> </ol>

				<p>2. Purchase and installation of a seating and dining area for \$30,000.</p> <p>3. Intervention on the Stadium main building, ground floor, to improve the locker rooms and update the overall fixtures and furniture for \$70,000.</p> <p>4. Intervention on the Stadium main building, first floor, to improve the overall fixtures and furniture but leaving the current layout for \$32,000.</p> <p>5. Intervention on the Stadium main building, exterior outdoor, to improve the overall appearance and customize some elements for \$8,000.</p> <p>6. Fields customization and general outdoor improvements for \$20,000.</p>
4c. Include a Revenue Proposal to the County. State estimated gross operating revenues for first three years of Project Operation. It should include an Aggregate Guarantee Minimum Monthly Amount and Percentage Payments.	None submitted	None submitted	Revenue proposal - More than 100K per year in Stadium and outer fields usage fees per year; More than 1 million dollars for the turf field construction; 100K capital expenditure for equipment and/or buildouts; 10K annual maintenance funding.	<p>Our financial offer to the County is the following (per year):</p> <ol style="list-style-type: none"> <li>1. Guaranteed rental fee for the main stadium and 4 soccer fields (1 to 4) for 12 months: \$240,000.00;</li> <li>2. 25% on food and beverage concession's gross sales, including the ones operated by third party food trucks;</li> <li>3. 30% on merchandising sold in the premises;</li> <li>4. 30% on any tickets sold for soccer games and soccer events.</li> </ol>
4d. Include a comprehensive timeline for the development of	None submitted	None submitted	Timeline - Agreement length to be negotiated; Turf field	The main infrastructure development consists in:



<p>the supporting infrastructure to include cost estimates.</p>			<p>constructed in less than the 3rd year of the agreement; 100K capital expenditure destined to cover equipment and/or buildouts over the first 5 years of the agreement; Annual regular operations for Soccer Academy, Summer Camps, Tournaments, Franchise Teams, and other soccer related activities.</p>	<ol style="list-style-type: none"> <li>1. Purchase and installation of a 4 sets of high quality durable 10 rows elevated bleachers with UV shade covers: up to 4 weeks from order to installation.</li> <li>2. Purchase and installation of a seating and dining area: up to 4 weeks from order to installation.</li> <li>3. Intervention on the Stadium main building, ground floor, to improve the locker rooms and update the overall fixtures and furniture: 3 weeks intervention on site.</li> <li>4. Intervention on the Stadium main building, first floor, to improve the overall fixtures and furniture but leaving the current layout: 10 days intervention on site.</li> <li>5. Intervention on the Stadium main building, exterior outdoor, to improve the overall appearance and customize some elements: 5 days intervention on site.</li> <li>6. Fields customization and general outdoor improvements: 5 days intervention.</li> </ol> <p>The timeline does not include the time for obtaining permits where required.</p>
<p><b>5. U.S. Soccer Division Franchise Team:</b> Describe instituting a U.S. Soccer Division 2 or 3 franchise team to play eight or more home games at the stadium. Provide projections of average</p>	<p>None submitted</p>	<p>None submitted</p>	<p>Kaptiva Sports will continue hosting its NPSL teams (US Third division) which will provide at least 10 home games at the stadium per season. Weston FC manages over 1,000</p>	<p><b>FLORIDA CLUB SOCCER LEAGUE BEIN SPORTS</b> As mentioned above, we <b>will implement at the Central Broward Regional Park facilities the</b></p>

<p>spectator's attendance of each game.</p>			<p>players including teams playing in the United States Soccer Federation Academy and the PDL. The club will use the stadium for the Developmental Academy (10 DA teams, 10-month season per DA team) and PDL teams (1 PDL Team, 4-month season) to train and play most of its home games. This way, there will be two semi-pro teams practicing and playing at the stadium each year. The approximate total attendees for these events for the whole season will be around 10,000 people. In addition to that, Weston FC and Kaptiva Sports (supported by an investment group) is in direct negotiations with the USL (United Soccer League), considered second division of professional soccer in the US, to bring to CBRP an USL franchise managed by Weston FC and Kaptiva Sports.</p>	<p><b>Florida Club Soccer League – BeIN Sports</b>, a game changer in the US Soccer environment. The BeIN Sports Florida Club Soccer League is a <b>world-class youth soccer competition</b> for players between U8 and U19, providing professional environment and great exposure to soccer players and soccer enthusiasts in Florida: Clubs / Teams, Players and Parents. The League, focused on long-term player' development is a full 7-month season starting October to end in May enabling a full attendance of the stadium all-year long. This league challenges the players and soccer clubs from Florida in a premium and enriching environment offering them the highest level of competition and unique opportunities with the support and expertise of BeIN sports. <b>BeIN Sports</b> is a sports television network that airs international sports content and primarily top level soccer, featuring exclusive coverage of La Liga, Ligue 1, and Serie A, along with content from other premium leagues in Europe. BeIN Sports brings its expertise to the Florida Club Soccer league with premium content</p>
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				<p>production and professional tools for the coaches and players to take their game to the next level and get exposure</p> <p><b>Visibility and exposure of the competition and facilities</b> through BeIN sports network and dedicated online channel and app, but also through geotargeted marketing &amp; communication campaigns online and on social media.</p> <p><b>Unique Content production of the players and teams in the stadium:</b> players exposure with interviews, tv shows, game streaming, video shooting / behind the scenes / photo shooting of all the teams and players, training data, etc.</p> <p><b>Entertainment:</b> Opening ceremony in the stadium, rewards for the best players, etc.</p> <p><b>First 2018/2019 season of the Florida Soccer Club BeIN League in figures :</b> <b>12</b> age categories <b>15</b> teams per category <b>3060</b> players <b>5040</b> Games total (playing in a two-legged home and away) <b>+12 000</b> parents and family members</p> <p><b>2019/2020 Season: Becoming the reference league in Florida with 2 leagues</b></p>
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				<p>League 1 "Elite" for the top tier teams competing for the Championship  League 2 "Promising" for the 2nd tier teams competing to reach the Elite Level.</p>																																																																																										
<p><b>6. Soccer Tournaments:</b>  Describe a youth program to conduct a minimum of two youth soccer tournaments annually, with approximately 50 teams, including teams from outside Broward/Miami-Dade/Palm Beach Counties. List proposed teams and list if they worked with you previously. Provide projections of attendance.</p>	<p>None submitted</p>	<p>None submitted</p>	<table border="1" data-bbox="1266 418 1619 592"> <thead> <tr> <th>Tournament/Event</th> <th>Date</th> <th>Age</th> <th>EST. Teams</th> <th>EST. Players</th> <th>EST. Spectators</th> <th>EST. Revenue</th> <th>EST. Expenses</th> <th>EST. Net Profit</th> </tr> </thead> <tbody> <tr> <td>United Soccer Cup (U15)</td> <td>October 21-23, 2018</td> <td>U15</td> <td>125</td> <td>1250</td> <td>80</td> <td>1</td> <td>0</td> <td>\$,000</td> </tr> <tr> <td>United Soccer Cup (U17)</td> <td>November 1-3, 2018</td> <td>U17</td> <td>100</td> <td>1000</td> <td>100</td> <td>1</td> <td>0</td> <td>\$,000</td> </tr> <tr> <td>United Soccer Cup (U19)</td> <td>October 24-26, 2018</td> <td>U19</td> <td>100</td> <td>1000</td> <td>100</td> <td>1</td> <td>0</td> <td>\$,000</td> </tr> <tr> <td>Florida Youth Soccer Championships</td> <td>November 24-26, 2018</td> <td>U15-U19</td> <td>200</td> <td>2000</td> <td>150</td> <td>1</td> <td>0</td> <td>\$,000</td> </tr> <tr> <td>United Soccer Cup (U11)</td> <td>March 1-3, 2019</td> <td>U11</td> <td>100</td> <td>1000</td> <td>100</td> <td>1</td> <td>0</td> <td>\$,000</td> </tr> <tr> <td>United Soccer Cup (U13)</td> <td>March 1-3, 2019</td> <td>U13</td> <td>100</td> <td>1000</td> <td>100</td> <td>1</td> <td>0</td> <td>\$,000</td> </tr> <tr> <td>United Soccer Cup (U15)</td> <td>March 1-3, 2019</td> <td>U15</td> <td>100</td> <td>1000</td> <td>100</td> <td>1</td> <td>0</td> <td>\$,000</td> </tr> <tr> <td>United Soccer Cup (U17)</td> <td>March 1-3, 2019</td> <td>U17</td> <td>100</td> <td>1000</td> <td>100</td> <td>1</td> <td>0</td> <td>\$,000</td> </tr> <tr> <td>United Soccer Cup (U19)</td> <td>March 1-3, 2019</td> <td>U19</td> <td>100</td> <td>1000</td> <td>100</td> <td>1</td> <td>0</td> <td>\$,000</td> </tr> </tbody> </table> <p>*All these tournaments can be hosted totally or partially at CBRP with more than 50,000 spectators per season, more than 35,000 players, and more than 2,000 teams for all events in just one season. This will provide a tremendous positive impact to the location/facility/city making out of it a unique sports venue for soccer not compared to anywhere else right now in South Florida.</p>	Tournament/Event	Date	Age	EST. Teams	EST. Players	EST. Spectators	EST. Revenue	EST. Expenses	EST. Net Profit	United Soccer Cup (U15)	October 21-23, 2018	U15	125	1250	80	1	0	\$,000	United Soccer Cup (U17)	November 1-3, 2018	U17	100	1000	100	1	0	\$,000	United Soccer Cup (U19)	October 24-26, 2018	U19	100	1000	100	1	0	\$,000	Florida Youth Soccer Championships	November 24-26, 2018	U15-U19	200	2000	150	1	0	\$,000	United Soccer Cup (U11)	March 1-3, 2019	U11	100	1000	100	1	0	\$,000	United Soccer Cup (U13)	March 1-3, 2019	U13	100	1000	100	1	0	\$,000	United Soccer Cup (U15)	March 1-3, 2019	U15	100	1000	100	1	0	\$,000	United Soccer Cup (U17)	March 1-3, 2019	U17	100	1000	100	1	0	\$,000	United Soccer Cup (U19)	March 1-3, 2019	U19	100	1000	100	1	0	\$,000	<p><b>TOURNAMENTS AND SHOWCASES WITH TEAMS COMING FROM ALL OVER THE WORLD</b>  In addition to the League games organization, soccer tournaments and showcases will be organized in the Central Broward Regional Park several times a year.  <b>Showcase games:</b> Every year, we welcome to Florida international teams from Europe to organize showcases and scrimmage games against the PSG Academy teams and soccer clubs in Florida. Between 2017 and 2018, 3 teams from Paris came to Florida (CS Meaux) and 2 teams from Haiti (National Team and FS Shana). Starting 2018, teams from the <b>Thonon Evian Grand Geneve French Club</b> (National U15-U17-U19, Senior Team National D5, Senior Girl Team D2) will be invited to Florida twice a year to compete against local and national teams. Tournaments gathering players, parents and</p>
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				<p>families will be organized and those events will receive a very wide coverage (press, TV report, interviews, etc.)</p> <p><b>PSG Academy Florida Cup: international tournament</b> with the PSG Academy teams from the USA, Canada, Caribbean Islands and South America (Brazil)</p> <p>Once a year with international teams, parents and families (Attendance: 800 players + families)</p>
<p><b>7. Summer Soccer Youth Camp:</b> Describe conducting a summer soccer youth camp for two weeks of stadium rentals per year. Include daily schedule and weekly schedule. Provide projections of attendance for each week.</p>	None submitted	None submitted	<p>Minimum of 4 weeks of summer camp at the stadium and outer fields per year. Each week the camp will consist of 5 days of training (Monday to Friday), 6 hours per day (9AM to 3PM) with an average attendance per week of 200 players. Additionally, there will be special events very similar to the summer camps during the year (Spring Break, Christmas, and other Holidays).</p>	<p>The PSG Academy will bring to Central Broward Regional Park the Paris Saint-Germain Soccer Camps.</p> <p>All year long, PSG Academy Camps promote genuine soccer and give the opportunity to every boy and girl to experience the Paris Saint-Germain training methodology and philosophy.</p> <p><b>Summer Camps 6-18 years old</b> PSG Academy Summer Camps are designed for beginners and experienced players from 6 to 18 years old and last 5 days, from Monday to Friday, from 9am to 3pm and are held during the holidays.</p> <p>PSG Academy Camps provide intensive and professional training based on the fundamentals of world class European soccer to boost every soccer player's skills from 6 to 18 years old. This is the</p>

				<p>perfect program to discover the official PSG Academy program while making new friends and leveling up players' skills. Every player works on technique, tactics, strength, and endurance while receiving a smooth introduction to the official PSG Academy methodology supervised by the PSG Academy Coaches and soccer professionals. The program is as follow: Technical workshops before the lunch break and small sided games in the afternoon.</p> <p><b>For kids from U13 and up, additional videos analysis sessions are scheduled</b> during the week. This will give the players a professional environment with the PSG Academy Coaches to progress their understanding of the game, positioning and team tactics.</p> <p>At the end of the session, each player receive an official Paris Saint-Germain diploma delivered by the Paris Saint-Germain headquarters and the best players receive a PSG gift such as a PSG ball, a jersey, etc.</p> <p><b>Organization</b> (Attendance: 100 players per week) On the first day check-in opens 45 min prior to the camp. Upon arrival, every player is handed</p>
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				out an official PSG ACADEMY Nike uniform and needs to change before the kick-off of the Camp
<p><b>8. Booking Stadium:</b> Describe Vendor's strategy for rental/booking stadium for soccer related activity at a minimum of 150 days annually.</p>	None submitted	None submitted	More than 150 days of stadium and outer fields rental per season combined between Kaptiva Sports and Weston FC.	<p>We have defined a strategy to rent and book the Central Broward Regional Park with successful youth soccer programs and soccer-related activities.</p> <p><b>A) FLORIDA CLUB SOCCER LEAGUE</b> The PSG Academy will bring to CBRP, <b>the Florida Club Soccer League BelN Sports</b> with a minimum of 55 days of soccer games in the stadium gathering each weekend players, parents, families, fans, sponsors etc.</p> <p><b>B) PSG ACADEMY PROGRAMS</b> The PSG Academy will also bring to CBRP both <b>recreational and competitive PSG Academy programs</b> as follow:</p> <ul style="list-style-type: none"> <li>• <b>RECREATIONAL PROGRAMS (9 Months)</b></li> </ul> <p><b>Rookies:</b> a recreational program for kids U3-U5</p> <p><b>Future Stars:</b> a recreational program for kids U6-U13 From September through June, these programs provide <b>educational sessions to learn the fundamentals of soccer in a playful and premium environment with the PSG Certified coaches.</b></p> <p>In addition, we promote genuine European soccer, fair</p>

				<p>play and team spirit through small sided games and specific workshops according to level, allowing everyone to grow at their own pace.</p> <p>PSG Future Stars is a non-competitive program which develops the following skills:</p>  <p><b>Opportunities:</b> Future Stars programs is the best possible training to join the Competitive teams if players want to take their game to the next level.</p> <p><b>Programming</b></p> <p><u>1) Training Sessions</u> At least 4 training sessions per week from August to June Additional position specific training sessions (Twice a month) for strikers, midfielders, defenders and goalkeepers</p> <p><u>2) Competitions</u> Academy players will compete in the best leagues and tournaments of Florida.</p> <p><b>Leagues:</b> Florida Club Soccer League beIN Sports, Miami Dade League (early, spring season), Dade League (Regular season). Divisions depending on the teams' level.</p> <p><b>Tournaments</b> (depending on the teams' level)</p>
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Florida: West Pines Kick Off classic, Dimitri Cup, The Weston Cup and Showcase, Miramar Soccer Cup and Showcase, Plantation thanksgiving classic, Palm Beach Gardens... National tournament: Disney Memorial Day Soccer Shootout Florida Commissioner's cup, Presidents cup, State Cup International: Paris Saint-Germain Academy Cup, Paris World Games...

**Friendly Games** against national and international teams

**3) Community – Event in the CBRG stadium**

Invitation to the PSG Academy Potluck and award ceremony (award for the best PSG tests performances, the best players, the best improvement...)

PSG Test Ceremony twice a year



PSG ACADEMY			
LOCATION	USA (FLORIDA)		
AGE (YEARS OLD)	3 TO 12	13 TO 19	18 TO 24
LEVEL REQUIRED	BEGINNER	EXPERIENCED	ELITE
PROGRAMS	RECREATIONAL (SCHOOL & LEAGUE)	COLLEGIATE (PSG ACADEMY ACADEMY)	PERFORMANCE ELITE
DURATION	9 MONTHS	9 MONTHS + SUMMER PROGRAM (OPTIONAL)	
PRACTICE	100 MIN / WEEK TECHNIQUE 2 (SEASON) / WEEK	3 SESSIONS / WEEK	4 SESSIONS / WEEK
COMPETITIONS	FRIENDLY GAMES AND MINI-TOURNAMENTS	FLORIDA LEAGUES NATIONAL AND INTERNATIONAL TOURNAMENTS	ELITE CHAMPIONSHIPS AND TOURNAMENTS
OPPORTUNITIES	BEST TRAINING TO GET INTO THE PRO LEAGUE COMPETITIVE PROGRAMS	PROFESSIONAL TRAINING NATIONAL EXPOSURE	INTERNATIONAL EXPOSURE ELIGIBLE TO

				<p><b>C) CAMPS AND CLINICS PROGRAMS</b></p> <p>The PSG Academy will bring to CBRP the PSG Soccer Camps and clinics.</p> <p>All year long, PSG Academy Camps and Clinics promote genuine soccer and give the opportunity to every boy and girl to experience the Paris Saint-Germain training methodology and philosophy.</p> <p><b>Camps</b></p> <p>The camps last 5 days, from Monday to Friday, from 9am to 3pm and are held during the Christmas Holiday, Spring Break and Summer.</p> <p><b>Dream Bigger Clinics (2 hours)</b></p> <p>1 Dream Bigger Clinics per month will be organized to give the opportunity to all players (beginners to experienced players) to discover the PSG program and improve their tactical and technical skills</p> <p><b>D) TOURNAMENTS, SHOWCASES AND SCRIMMAGE GAMES</b></p> <p>- <b>Showcase games and tournaments in Florida</b> with international teams from Europe (Thonon Evian Grand Geneve teams and european teams) and from the US.</p> <p>In 2017-2018: 3 teams from Paris (CS Meaux Academy Football Club) came to</p>
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				<p>Miami for 10 days and 2 teams from Haiti for 8 days. In 2018/2019: 6 teams from Thonon Evian Grand Geneve will be invited</p> <p>- <b>Florida Soccer Cup</b> with the PSG Academy teams from the USA, Canada, Carribean islands and South America (Brazil)</p> <p>Once a year with international teams, parents and families (2 days)</p> <p><b>STADIUM ATTENDANCE – Forecasts</b></p> <p><b>Florida Club Soccer League - BeIN Sports</b></p> <p>7-month (weekend)</p> <p>55 days</p> <p><b>PSG Academy Competitive Programs</b></p> <p>(August-June) – Mon.- Fri. / 34 weeks</p> <p>170 days</p> <p><b>PSG Academy Recreational Programs</b></p> <p>(September-May)</p> <p>54 days</p> <p><b>2-month summer program</b></p> <p>(June-July-August)</p> <p>20 days</p> <p><b>Dream Bigger Soccer Clinics</b></p> <p>(1 weekend/month)</p> <p>12 days</p> <p><b>Intensive PSG Academy Camps x 2</b></p> <p>(5-day camp)</p> <p>Spring / Winter</p> <p>10 days</p>
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				<b>Summer camps</b> (x 4 weeks) Mon.-Fri. (June - August) 20 days <b>Scrimmages / Tournaments</b> 24 days <b>Florida Soccer Cup</b> (Weekend) 2 days <b>TOTAL ANNUAL BOOKING</b> <b>(DAYS</b> <b>EQUIVALENTS)</b> <b>367 days</b>
<b>9. County Interested in Guaranteeing:</b> 9a. Describe guaranteeing annual soccer fields grounds preventive maintenance funding for turf care at a minimum of \$10,000 annually.	None submitted	None submitted	To be negotiated based on the type of turf.	The principal owner of US Champions Soccer Academy LLC has been already screened 2 years ago by the NASL, under the guidelines of the US Soccer Federation, in order to qualify for being eligible to own a Soccer Club participating to US Soccer Federation Division 2 Sanctioned League, with a requirement of a net equity in excess of \$25 million. The amounts described in points 9a. 9b. and 9c. will be guaranteed by letter of credit issued by a primary private bank, being either UBS or Goldman Sachs.
9b. Describe guaranteeing a capital expenditure for equipment and/or buildouts in the stadium field house or grounds of a minimum of \$100,000 over the agreement's initial term	None submitted	None submitted	None submitted	9a. 9b. and 9c. will be guaranteed by letter of credit issued by a primary private bank, being either UBS or Goldman Sachs.

9c. Describe guaranteeing to construct a full size artificial turf soccer field with lights or two half fields with lights by the end of the third year of the agreement.	None submitted	None submitted	To be negotiated based on the length of the agreement.	9a. 9b. and 9c. will be guaranteed by letter of credit issued by a primary private bank, being either UBS or Goldman Sachs.
<b>Vendor Questionnaire: (Q&amp;A: 1-20)</b>	<b>BEXA, LLC</b>	<b>Foot Ball Club Prime, Inc.</b>	<b>Kaptiva, Weston FC/Weston Cup, Soccer 5</b>	<b>US Champions Soccer Academy</b>
1. Legal Business Name:	BEXA, LLC	Football Club Prime, Inc.	Kaptiva Sports Inc.	US Champions Soccer Academy LLC
2. Federal Employer I.D. No. (FEIN)	None submitted	82-5005507	20-8849278	46-5132041
3. DUN and Bradstreet No.	None submitted	None submitted	None submitted	None submitted
4. Doing Business As/Fictitious Name (if applicable)		FC Prime, Inc.	FC Barcelona	PSG Academy Florida
5. Website address		www.fc-prime.com	www.kaptivasports.com	
6. Principle place of Business	Fort Lauderdale	1238 Fountain Coin Loop, Orlando, FL 32828	1000 W Pembroke Rd Suite 302 Hallandale Beach, FL 33009	1101 Brickel Ave South Tower Suite 800
7. Office location responsible for this project	None submitted	1238 Fountain Coin Loop, Orlando, FL 32828	1000 W Pembroke Rd Suite 302 Hallandale Beach, FL 33009	Pipeline Lauderdale 100 SE 3 <sup>rd</sup> Ave 10 <sup>th</sup> Floor Ft Lauderdale, FL 33394
8. Telephone No:	(p) 954-249-6505	407-271-7655 (p)	954-510-3344	786-877-7431
9. Type of Business: State of Incorporation	LLC	Corporation, State of Florida	Corporation, State of Florida	LLC
10. List Florida Department of State, Division of Corporations document number:	None submitted	N18000003403	P07000042961	L14000044675
11. List name and title of each principal, owner, officer, and major shareholder:	Bernardo del Rio Ximena Hernandez	Alan R. Hough, President Daniel J. Tidmarsh, Vice President Nick J. Dunbar, Secretary	Oriol Sala Ivan Daza Enrique Guijarro	Ravy Truchot, Owner Wagneau Eloi, Owner Manuel Montevidoni, CFO

12. Authorized Contact(s) for your firm:	None submitted	Alan Hough, Executive Director, <a href="mailto:ahough@fc-prime.com">ahough@fc-prime.com</a> 407-271-7655	Enrique Guijarro, Manager <a href="mailto:eguijarro@kaptivasports.com">eguijarro@kaptivasports.com</a> 786-281-0512  Oriol Sala, President 954-510-3344	Manuel Monteviodoni, CFO <a href="mailto:manuel@fcmiamicity.com">manuel@fcmiamicity.com</a>  786-877-7431
13. Has your firm ever failed to complete any services and/or delivery of products during the last three (3) years? If yes, specify details in an attached written response.	None submitted	No	No	No
14. Is your firm or any of its principals or officers currently principals or officers of another organization? If yes, specify details in an attached written response.	None submitted	Yes  Alan and Daniel are registered officers of Citrus Sports Management LLC	No	No
15. Have any voluntary or involuntary bankruptcy petitions been filed by or against your firm, its parent or subsidiaries or predecessor organizations during the last three years? If yes, specify details in an attached written response.	None submitted	No	No	No
16. Has your firm, its principals, officers or predecessor organization(s) been debarred or suspended by any government entity within the last three years? If yes, specify details in an attached written response.	None submitted	No	No	No
17. Has your firm's surety ever intervened to assist in the completion of a contract or have Performance and/or Payment Bond claims been made to your	None submitted	No	No	No

<p>firm or its predecessor's sureties during the last three years? If yes, specify details in an attached written response, including contact information for owner and surety.</p>				
<p>18. Has your firm ever failed to complete any work awarded to you, services and/or delivery of products during the last three (3) years? If yes, specify details in an attached written response.</p>	None submitted	No	No	No
<p>19. Has your firm ever been terminated from a contract within the last three years? If yes, specify details in an attached written response</p>	None submitted	No	No	No
<p>20. Living Wage solicitations only: In determining what, if any, fiscal impacts(s) are a result of the Ordinance for this solicitation, provide the following for informational purposes only. Response is not considered in determining the award of this contract. Living Wage had an effect on the pricing. Yes No N/A If yes, Living Wage increased the pricing by % or decreased.</p>	None submitted	N/A	N/A	N/A