



The City of Coral Gables

Procurement Division

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

April 1, 2026

All Responding Bidders (See Distribution List)

SUBJECT: RTQ 2025-049 Fitness Instructors

Dear Bidders:

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

This notice is provided in accordance with Section 2-910 (c) of the Code of the City of 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 (4)(b) of the same City Code.

Thank you for your participation in this competition. If you have any questions please contact Eduardo Hernandez, Procurement Specialist at 305-460-5108 or ehernandez2@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: Adela Fryhover Yoga LLC
Alex Li Yoga Therapy LLC
Elham Kharabi
Erika Greenawalt
Johana D. Ortuno
Mary Christine Weinberg
Yobel Gonzalez
Yoga with Anja.

CITY OF CORAL GABLES

-MEMORANDUM-

TO: Honorable Mayor, Vice-Mayor,
and members of the City Commission

DATE: March 30, 2026

FROM: Peter J. Iglesias
City Manager

Peter J.
Iglesias

Digitally signed by Peter
J. Iglesias
Date: 2026.03.31
17:04:42 -04'00'

SUBJECT: Award Recommendation
RTQ 2025-049 Fitness Instructors

At the next available City Commission meeting an award recommendation for RTQ 2025-049 Fitness Instructors 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 for award of the subject RTQ is as follows:

- 1) Accept the Chief Procurement Officer's recommendation to approve the establishment of a pre-qualified pool of fitness instructors.
- 2) Authorize the continuation of approving additional fitness instructors into the pool on as needed basis.

On December 3, 2025, the Procurement Division of Finance formally advertised, issued and distributed RTQ 2025-049 Fitness Instructors. Three hundred-six (306) prospective bidders were notified through INFOR, the City's web-based e-Procurement system.

Eight (8) responses were received on January 28, 2026, in response to RTQ: Adela Fryhover Yoga, LLC, Alex Li Yoga Therapy, LLC, Elham Kharabi, Erika Greenawalt, Johana D. Ortuno, Mary Christine Weinberg, Yobel Gonzalez and Yoga with Anja.

The responses were reviewed by the Procurement Division in order to determine responsiveness to the requirements of the RTQ. During the review, it was determined by Procurement, after consulting with the City Attorney's office that Elham Kharabi would be deemed non-responsive based on the failure to comply with the minimum requirements. It was determined that seven (7) proposers were responsive and could be moved to Phase II / Scoring Process. The scoring phase was performed by Community Recreation Department staff that resulted in seven (7) of the proposers passing the score phase as listed in Exhibit 1.

A Professional Services Agreement will be executed with each of the instructors. A more detailed description of the RTQ, and evaluation results will be provided to you as part of the Agenda package.

Please contact me should you have any questions.

Attachment: Exhibit 1 - Scores

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

City of Coral Gables, Florida

Bid Tabulation

ITB No.: RTQ 2025-049
 Bid Title: Fitness Instructor
 Bid Opening Date: January 28, 2026 @ 2:00 P.M.
 Prepared by: Eduardo Hernandez

Non-Responsive

VENDOR NAME				Adela Fryhoyer Yoga, LLC		Alex Li Yoga Therapy, LLC		Elkham Kharabi		Erika Greenawalt		Johana D. Ortuno		Mary Christine Weinberg		Yobel Gonzalez		Yoga with Anja	
Vendor FEIN				88-2910419		99-0679152		214-94-7755		769-94-7220		861-99-8323		040-42-7465		138-69-9247		799-25-3692	
Corporation Address/ Locations (County & State):				1051 Piner Avenue Coral Gables, FL 33134		9178 SW 128 Lane Miami, FL 33176		P.O. Box 451342 Miami, FL 33176		10361 N Kendall Drive, Unit B8 Miami, FL 33176		1410 SW 57 Ave Coral Gables, FL 33134		6304 San Vicente Street Coral Gables, FL 33146		471 NE 83 Street, APT 711 Miami, FL 33138		8120 SW 62 Place South Miami, FL 33143	
Local Preference Affirmed?				No		No		No		No		No		No		No		No	
Local 5% Preference Applicable? Coral Gables/ Miami-Dade County				N/A		N/A		N/A		N/A		N/A		N/A		N/A		N/A	
Vendor Contact (for this bid)				Adela Fryhoyer		Alexandra Torres		Elham Kharabi		Erika Greenawalt		Johana D. Ortuno		Mary Christine Weinberg		Yobel Gonzalez		Anja Spahn	
Vendor Contact Phone Number				425-628-4494		305-733-1677		302-443-7758		786-459-7000		786-367-6244		305-773-0382		954-470-7387		786-403-5888	
Vendor Contact Email				adela@adela.com		alexandra11011@amazon.com		elhamkharabi@amazon.com		erika410@amazon.com		johana3030@amazon.com		marychristine@amazon.com		yobel@amazon.com		anja.spahn@amazon.com	
NO.	DESCRIPTION	QUANTITY	UNIT OF MEASURE	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL
1	Fitness Instructor	1	LS	\$65.00	\$65.00	\$65.00	\$65.00	\$65.00	\$65.00	\$65.00	\$65.00	\$65.00	\$65.00	\$65.00	\$65.00	\$65.00	\$65.00	\$65.00	\$65.00
Total				\$65.00		\$65.00		\$65.00		\$65.00		\$65.00		\$65.00		\$65.00		\$65.00	

NOTE: This bid tabulation is an indication of prices only and not a determination of the response, responsible bidders.

Assigned Procurement Personnel: Eduardo Hernandez

Eduardo Hernandez
 Digitally signed by Eduardo Hernandez
 Date: 2026.03.27 10:59:34 -04'00'
 Procurement Personnel Signature

Neivy Garcia
 Digitally signed by Neivy Garcia
 Date: 2026.03.27 11:16:01 -04'00'
 Witness Signature