



The City of Coral Gables

Procurement Division

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

June 26, 2026

All Responding Proposers (See Distribution List)

SUBJECT: RFP 2026-009 Dance Programming 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 Eduardo Hernandez, Procurement Specialist at 305-460-5108 or ehernandez2@coralgables.com.

Sincerely,

Tanya D. Donigan
Assistant Chief Procurement Officer

Attachment: Award Recommendation

Distribution List of Proposers:

Dancefit by Fani
Furia Flamenca LLC
Verdeja Schools of Ballet, Inc., dba MVSA Studios.

CITY OF CORAL GABLES

-MEMORANDUM-

TO: Honorable Mayor and
Members of the City Commission

Date: June 23, 2026

FROM: Peter J. Iglesias
City Manager

Jose (Joe)
Gomez
Digitally signed by Jose
(Joe) Gomez
Date: 2026.06.26
15:49:50 -04'00'

SUBJECT: Award Recommendation
RFP 2026-009 Dance Programming
Services

At the next available City Commission Meeting an award recommendation for RFP 2026-009 Dance Programming 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 Furia Flamenca, LLC, the recommended responsive and responsible proposer for Dance Programming Services, RFP 2026-009.
- 2) Reaffirm the City's right to pursue alternative courses of action.

On April 10, 2026, the Procurement Division of Finance formally advertised, issued, and distributed Request for Proposals (RFP) 2026-009 Dance Programming Services. Eighty-three (83) prospective proposers were notified by INFOR, the City's web-based e-Procurement system.

On May 22, 2026, three (3) firms submitted proposals in response to the RFP: Dancefit by Fani, Furia Flamenca LLC., and Verdeja Schools of Ballet, Inc., dba MVSA Studios.

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 Dancefit by Fani would be deemed non-responsive based on the failure to submit a comprehensive proposal response that could be evaluated and Verdeja Schools of Ballet, Inc., dba MVSA Studios on the failure to provide pricing for all line items. The Procurement Division finalized its due diligence process and confirmed that Furia Flamenca LLC., is both responsive to the requirements of the RFP and responsible bidder.

On June 18, 2026, the Evaluation Committee convened to evaluate the one (1) responsive and responsible proposal. The Evaluation Committee recommended that the City negotiate with Furia Flamenca LLC., to provide the requested services for an initial three (3) year term with two (2) additional one (1) year periods.

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



Totals Composite Report

RFP 2026-009 Dance Programming Services

Meeting Date: 6/18/2026

Criteria	Max Points per Evaluator	Total Max Points	Furia Flamenca LLC
Experience and Qualifications		150	100
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.	15	75	49
Proposer’s relevant knowledge and experience in providing the services described in the “Scope of Services” similar in size to the City of Coral Gables.	15	75	51
Project Understanding		150	80
Proposer’s overall detailed understanding, approach and methodology to perform the services solicited herein. Understanding of the RFP scope and requirements, implementation plan, strategies for assuring assigned work is completed on time, communication with City staff, and Proposer’s intent to work with the City positively and innovatively in providing the services outlined in this RFP.	10	50	27
Recent, current, and projected workload for the Proposer and how the potential contract will fit into the Proposer’s workload.	10	50	27
Proposer’s ability to meet or exceed all the program requirements.	10	50	26
Performance and References		50	48
Proposer’s three (3) references (but no more than five (5)), similar in size to the City of Coral Gables, for which Proposer has provided the services described in the RFP AND list all contracts for which the Proposer as performed (past and present) as a PRIME for the City of Coral Gables.	6	30	28
Provide a list with contact information of all public sector clients in the last three (3) years, and include if any, that have discontinued use of Proposer’s services within the past two (2) years and indicate the reasons for the same.	2	10	10
Incidents within the last five (5) years where (a) 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.	2	10	10
Agreement Exceptions		25	25
Review exceptions made by the proposer to the conditions listed in the agreement for the services.	5	25	25
Overall Cost		125	87
Proposed pricing as submitted in INFOR.	25	125	87
Total Points		500	340
Ranking			1