

THE CONNECTION TO SPORTS IN NORTHEAST FLORIDA.

#THEFUTUREISPRIME

ABOUT US



WHO WE ARE

Florida Prime Sports is the only Full-service sports organization in NE Florida.

Our programs feature the highest achieving and professional coaching staff across their respective sports.



OUR MISSION

Our mission is to broaden opportunities and connect athletes with the best coaches and create comprehensive programs that allow each player to meet his or her potential without leaving the area in search of new programs.





PARTNERSHIP PROGRAM



WHY PARTNER WITH US?

- Safety protocol prioritized for all participants.
- 7 full-time admin holding college degrees.
- Partnerships with professional teams in town.
- National partnership with Adidas.
- Foundation providing the ability for everyone to play.
- Physical office for centralized operations.
- Over 70 coaches with Professional/College/High School experience.
- Expertise in communication platforms.
- Full athletic path available for ages 2 to 19 years old.
- Preferred partners of the St. Johns County, St.Johns school district, and Duval County District.





PARTNERSHIP PROGRAM



ADDITIONAL BENEFITS

- Coach Safety Training
 - In addition to background checks we Also require a child safety course as well as concussion protocol.
 - Volunteer coaches as well as professional coaches for the U4,U5,U6 age group for the same price point as your Recreational Program.
- Will be the same financial commitment as families were getting before.
- We are the only organization that offers all the sports that amenity was previously providing to these families
- We are a smaller organization which allows us to provide a level of interaction with the families that is not offered by any other multi-sport organization in this meeting.





SAFETY STANDARDS





Background checks are a crucial component of ensuring the safety and well-being of children as well as protecting them while participating in our youth sports programs.

Our main priority at Florida Prime Sports is maintaining a safe environment for all athletes.

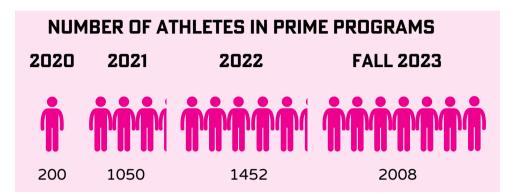
- Help verify the credentials and qualifications of individuals working with young athletes
- Ensure that coaches and staff members have the necessary training and experience
- Set a tone of high standards of professionalism
- Create a secure and positive environment where children can learn, grow, and thrive

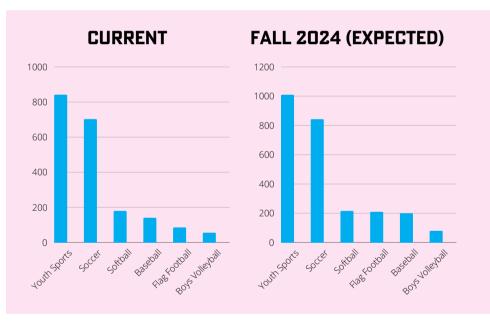


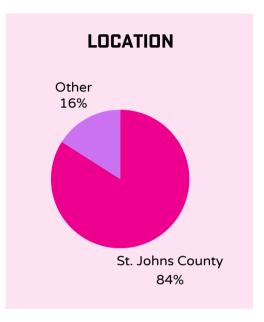
OUR DEMOGRAPHICS



MEMBERSHIP

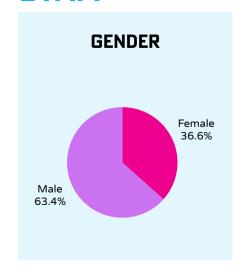


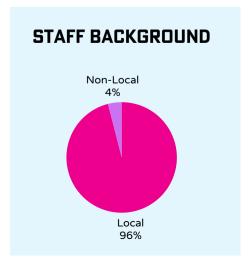


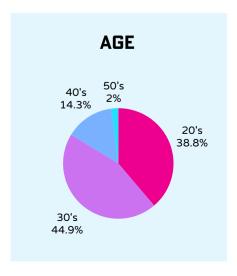




STAFF







COMMUNITY INVOLVEMENT





Partnership with St. Johns Cares.

• Donated 7000+ snacks and goods to benefit their various needs throughout the year.



Partnership with Field of Dreams.

 Our staff and members volunteer with the Buddy Program providing opportunities for children with special needs.



- Our staff volunteered at the Best Buddies Friendship Walk for the second straight vear.
- Executive Director, Felipe, was nominated as Best Buddies Champion of the Year.



- Youth female athlete empowerment and education program.
- Equip female athletes with the tools to succeed in life and sport.



 Program created to lead youth male athletes to give back to the community while learning and growing as individuals and brothers in sport.



- Enables Florida Prime Sports families to make impactful connections and share their small businesses and community involvement.
- Engaging events that simultaneously support members of our club and community.

OUR GROWTH

EST. JULY 9, 2020



SOCCER



- 20 Competitive teams.
- 40 Recreational teams.
- Camps & Clinics.
- Annual 3v3 Tournament.
- Prime Soccer Cup.

BASEBALL



- 12 highest level teams.
- 2 showcase teams.
- 10 youth teams.
- Camps & Clinics.

BOYS VOLLEYBALL



- 5 teams.
- Camps & Clinics.

BASKETBALL



- Recreational events.
- Camps & Clinics.

SOFTBALL



- 7 teams.
- Camps & Clinics.

FLAG FOOTBALL



- 16 teams.
- Started June 2023.

ALL SPORTS CAMPS



- Over 1000 campers every summer.
- 2 locations: St. Johns County, FL and Laredo, TX.

THE ROOKIE PROJECT



- 200 Rookies.
- Incubator for developing youth athletes ages 2-6.
- All equipment provided.Baseball, basketball,
- Baseball, basketball, soccer, tennis, flag football!

PRIME PREP



 Convenient afterschool soccer program in partnership with local schools.

OUR FUTURE









T-BALL PROGRAM



ONLINE COMMUNTIY



18,000+ families in the St. Johns County/Duval County and Jacksonville areas.

- 16.5K+ Email Contacts & growing!
- **13K+** Instagram Followers.
- Twitter presence for college recruitment & news.
- **f 37,506+** Facebook reach & thriving!



CURRENT PARTNERS



SOUTHEAST ORTHOPEDIC SPECIALISTS



































LET'S TEAM UP!



- Florida Prime will revenue share a % or fee of all soccer instruction, clinics, camps, and all other soccer related revenue.
- Florida Prime will be the exclusive provider of all the sports agreed by both organizations, instruction, events, league coordination, and youth sport camps.
- Florida Prime will manage all sports related activities outside of social play.
- Bartram Spring will work with Florida Prime to help promote and market all sports and camp related activities through the monthly newsletter, message boards, social media, and community e-blasts. Florida Prime will provide the relevant information.
- Florida Prime will consult the Maintenance Supervisor on the upkeep of the sports fields.
- Florida Prime will use temporary markings that will be removed after each practice, game, or related activities.

Benefits to Bartram Springs

- Cost savings on overall field maintenance and labor through consulting.
- Attraction of new homebuyers through league play, programing, and events.
- Fun programming for current residents ages 2-19.



SOCCER SEASON



Soccer

Divisions

- U5 2020/21
- U6 2019
- U8 2017/18
- U10 2015/16
- U12 2013/14U15 2010-12

- Ball Size per Division
- U5 U6, U8 Size 3 Ball
- U10, U12 Size 4 Ball
- U15 Size 5 Ball

Cost per Player

- \$145.00 Early Bird pricing
- \$190.00 Regular Season pricing
- Includes game uniform

Fees cover training sessions, player and coaches league registration fees, background checks for all coaches and managers, and referees for local league games.

Bartram Springs Game Location Based on Community

• Saturdays: 8 a.m. - 2 p.m. Times may vary.

Sample Session Schedule

- Summer Session: June-July 18 (6 Weeks short season)
- Fall session:September-November (10 weeks long season)
- Winter Session: January-February (6 Weeks short season)
- Spring 2022 Session: March- May(10 weeks long season)



FLAG FOOTBALL SEASON



Flag Football

Divisions

- U5 2020/21
- U6 2019
- U8 2017/18
- U10 2015/16
- U12 2013/14
- U15 2010-12

Ball Size per Division

- 6U, 8U Pee Wee
- 10U, 12U, 14U Junior

Flag Belt per Division

- 6U Velcro
- 8U, 10U, 12U, 14U Pop Flag

Cost per Player

- \$145.00 Includes flag belt, jersey, shorts and medal.
- Late Fee \$45.00 added after registration if there is room on a team.

Fees cover training sessions, player and coaches league registration fees, background checks for all coaches and managers, and referees for local league games.

Bartram Springs Game Schedule:

- Games played locally
- Weekly Practices
- Picture Day
- 6 Game season

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BASKETBALL SEASON



Basketball

Divisions

- U5 2020/21
- U6 2019
- U8 2017/18
- U10 2015/16
- U12 2013/14
- U15 2010-12

Divisions

- CO-ED: Ages 8 10
- CO-ED: Ages 11 13

Cost per Player

- \$ 125.00-\$185.00 per player
- Includes jersey
- \$45.00 late fee added April 1

Fees cover training sessions, player and coaches league registration fees, background checks for all coaches and managers, and referees for local league games.

Bartram Springs Game Schedule:

- Games played locally
- Weekly Practices
- Picture Day
- 6 Game season



LEAGUE INFORMATION



Important Information - League Rules and Regulations

Once team rosters are finalized, each parent will be contacted by the coach to identify practice day and time. This process can take up to 4 weeks after registration.

- Two practices before first game.
- There will be 8 scheduled games.
 Games are played Saturdays at local fields.
- Shin guards are MANDATORY.
- Cleats are suggested.
- Division size ball required for practice.
- Mouth Guard suggested for 10u and up (Football).
- Referees will be provided for all division play.

Volunteer coaches will receive a registration discount.

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SPORTS SEASONS SAMPLE



Summer Flag Football Season 2024

Practices could begin the week June 1st Season games: June 7th -July 20th

Winter Flag Football Season 2025

Practices could beginthe week of January 13th Season games: January 27th-March 16th

Spring Soccer Season 2024

Practices could begin the week of April 1st Season games: April 13th-June 15th

Fall soccer Season 2024

Practices could begin the week of September 2nd Season games: September 14th- November 16th

Basketball Season 2024

Practices could begin the week of April 15th Season games: April 27th-June 29th

LET'S TEAM UP!



We are excited about the possibility of partnering with Bartram Spring. We believe this collaboration can strongly benefit both athletes and families.

At Prime Sports, we are committed to providing an outstanding experience for our athletes. Our dedicated coaches and staff ensure they receive top-notch training and support.

Beyond the field, we understand the importance of family, that's why we offer resources and events to support them in youth sports.

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CONTACT

EMAIL (Partnership Program): info@floridaprime.net

EMAIL (Executive Director): felipe@floridaprime.net

Q PHONE: 904.887.6856









BAR TRAM SPRINGS COMMUNITY DEVELOPMENT DISTRICT

REQUEST FOR PROPOSALS

FOR

SPORTS PROGRAMMING MANAGEMENT SERVICES

April 8, 2024 TABLE OF CONTENTS

- 1. General Informalion for Proposers
- 2. General Description Q/District Programming 10 be Provided
- 3. Proposal Forms

A.General Proposer Information

- B. Experience
- c. Pricing
- D. Scoring Criteria to be used by Board
- 4. Alternative Proposal

1. GENERAL INFORMATION FOR PROPOSERS

BARTRAM SPRINGS COMMUNITY DEVELOPMENT DISTRICT REQUEST FOR PROPOSALS FOR SPORTS PROGRAMMING MANAGEMENT

The Bartram Springs Community Development District (the "District") is seeking proposals from qualified firms interested in providing Youth Sports Programming Management Services at the District's recreational facilities located at Veterans Park and the Bartram Club. These services are considered contractual services under Florida law and are not required to be competitively bid. In order to submit a proposal, each Proposer must be authorized to do business in Florida, hold all required state and federal licenses in good standing, and otherwise meet any applicable requirements set forth by the District.

All proposals should include the following information, among other things described herein:

- A. Completed proposal forms as set forth herein.
- B. At least three references from projects of similar size and scope. The Proposer should include information relating to the work it conducted for each reference as well as a name, address, and phone number of a contact person(s).
- c. Pricing showing the fees to be charged to participants (resident fees and non-resident fees) broken down as set forth on the following price proposal form. The CDD will not pay the user fees. Please note that Bartram Springs residents should pay lower fees than non-residents.

All wishing to respond to the RFP are encouraged to attend an optional self-guided onsite tour on April 16, 2024 between the hours of 9:00 a.m. and 4:00 p.m. Please check in with the front desk of the amenity center to receive an access card and facility map.

Firms desiring to provide a proposal should submit a copy of the proposal via e-mail no later than May 8, 2024 at 5:00 p.m. (EST) to Sarah Sweeting at Governmental Management Services, e-mail ssweeting@gmsnf.com

Proposals will be scored by the District based on established critera. User fees to be paid directly by residents and non-resident participants will be one factor used in determining the proposal that is in the best interest of the District, but the District explicitly reserves the right to make such award on its stated criteria, or to make no award at all. The District has the right to reject any and all proposals and waive any technical errors, informalities, or irregularities if it determines in its discretion it is in the best interest of the District to do so.

Nothing herein shall be construed as or constitute a waiver of District's limitations on liability contained in Section 768.28, Florida Statutes, or other statute or law.

Any and all questions relative to this project shall be directed in writing by e-mail only to Jim Oliver@gmsnf.com.

2. GENERAL DESCRIPTION OF DISTRICT FACILITIES TO BE USED FOR SPORTS PROGRAMMING

The Bartram Springs Community Development District is located within City of Jacksonville, Florida. The District owns, operates, and maintains various recreational facilities including and a club house, pools, fitness center, tennis courts, and Veterans Park and its sports fields and basketball courts. The primary focus of this RFP is youth programing (to include practice and league play) for basketball, soccer, and flag football. Proposals may suggest additional team sports not listed. This RFP is not intended to impact other sports training/lessons programs established with other vendors (e.g., swim lessons, fitness training, and tennis lessons). Please participate in the self-guided tour for a detailed review of all the District's recreational facilities.

3. <u>PROPOSAL :FORMS</u>

3.A. <u>GENERAL PROPOSER INFORMATION</u>

Proposer General Information:
Proposer Name: Prime Sports Management
Street Address: 5712 Crosswinds Circle
P. O. Box (if any)
City: St Augustine. State: Florida Zip Code: 32092
Telephone: 904- 887-6856 Fax no.
1 Contact Name Felipe Munoz
Title: Executive Director
2nd Contact Name: Jen Contreras Title: Director of Youth Sports
Parent Company Name (if any)
Street Address
P. O. Box (if any)
CityZip Code
TelephoneFax no
I st Contact NameTitle
2nd Contact Name

Company Standing:	
Proposer's Corporate Form: Limited Liability Company (e.g., individual, corporation, partnership, limited liability comp	pany, etc.)
In what State was the Proposer organized? Florida Date: 07/07	/2020
Is the Proposer in good standing with that State? Yes	
If no, please explain	
Is the Proposer registered with the State of Florida, Division of	Corporations and authorized
to do business in Florida? Yes	-
If no, please explain	
• What are the Proposer 's current insurance limits?	
General Liability: See attached COI Automobile Liability: See attached COI	
Workers Compensation: See attached COI Expiration Date: See attached COI	
• Licensure Please list all applicable state and federal licenses are presently in good standing:	licenses, and state whether such

Youth Sports Program References: Provide examples of sports programs that your firm is currently providing or has provided in other similar sized communities (what have you done elsewhere).

Program	Community Name	User Fee Amount	2023 'Total Annual Participants	Resident/ Non-resident Ration
Soccer	Prime Sports	Varies	550	80/20
Baseball	Prime Sports	Varies		
Youth Sports Camps (Basketball/ Wiffle ball/ camps)	Prime Sports	Varies	580	85/15
Flag Football	Prime Sports	Varies	260	90/10
Softball	Prime Sports	Varies	85	75/25
Volleyball	Prime Sports	Varies	52	75/25
Rookie Project	Rivertown Neighborhood	Varies	110	100/0
Rec Soccer	Shearwater Neighborhood	Varies	30	100/0
Youth Sports Camps (Basketball/ Wiffle ball/ camps)	Laredo County Club	Varies	280	95/5
International Programs	Prime Sports International	Varies	80	100/0

• Has the Proposer, or any of its principals or supervisory personnel (e.g., owner, officer, or supervisor, etc.), been terminated from sports management contracts within the past 3 years? No

For each such incident, please provide the following information (attach additional sheets as needed):

Project Name/Location:	
Contact:	_ Contact Phone:
Project Type/Description:	
Dollar Amount of Contract:	
Scope of Services for Projec	t:
Dates Serviced:	
in the pastfive years? No If yes, please describe	d by OSHA for any job site or company Qffice/shop sq, ^f ely violations e each violation, fine, and resolution
working days as a result of the	d any worker injuries resulting in a worker losing more than ten (10) ne injury in the past five years? No
suspended from biddi If yes, please provide	or not the Proposer or any of its affiliates are presently barred or ing or contracting on any state, local, or federal contracts? No:

In additional to the required information, you are encouraged to share additional information regarding your company and programs, such as how league play is structured, success stories, testimonials, references with contact information, profiles of key personnel and qualifications, significant awards and industry recognition.

Below is a list of our full time staff and program Directors that will be working with players and families at Bertram Springs.

Felipe Munoz- Executive Director

Bachelors Degree in Fitness and Sports from Texas A&M Int. University.

Masters Degree in Leadership and Sports Management from Texas A&M Int. University.

Wendy Hatcher- Director of Administrative Operations

Bachelors Degree in Communications from University of North Florida

Jozie Martinez- Director of Sports Operations

Bachelors Degree in Sports Management from University of North Florida

Roye Lockelear- Parent Liaison and Community Relations Coordinator

Bachelors Degree in Business Administration from AMU

Masters Degree in Executive Leadership from Liberty University

Nathan Floyd- Director of Media

Bachelors Degree in Mechanical Engineering from University of Central Florida

Ronnie Martinez- Finance Director

Bachelors Degree in Accounting and Financing from Universidad Santiago de Cuba

Masters Degree in Accounting from Keiser University

Gio Ramirez-Director of Facilities

Jen Contreras- Director of Youth Sports

Bachelors Degree in Political Science and Government from Xavier University

Masters Degree in Education from Liberty University

Emily Bennet- Social Media Coordinator

Bachelors Degree in Public Relations and Social Media from University of North Florida

Tyler Berry- Director of Smiles

Bachelors Degree in Education from University of North Florida

Jacob Sprunt- Sports Operations Coordinator

Bachelors Degree in Sports Management from University of North Florida

Kristen Chavez- Soccer Operations Coordinator

Bachelors Degree in Communications from University of North Florida

Jason Hatcher- Director of Youth Baseball

Bachelors Degree in Exercise Science and Physiology from Christopher New Port University Masters Degree in Special Education from Old Dominion University

Bernardo Otero- Director of Softball

Bachelors Degree in History from Arizona State University

Lainey Kekic- Director of Volleyball

Bachelors Degree in Psychology from Ohio Wesleyan University

Brandon MacDonald- Director of Flag Football

Bachelors Degree in Sports Management from University of North Florida

Tim Winter- Director of Basketball

Bachelors Degree in Education from Flagler College

3.c. PRICING

Proposed User Fees for Services

Please use chart formatting below. Provide age group information. Use additional pages if needed to provide additional information based on breakout of age groups, if needed. Proposed dates subject to shifting to allow time for field repairs and restoration between seasons.

June 1, 2024 - May 30, 2025

Sport	Duration of Season: Start/End Dates	Proposed User Fees For Residents and NonResidents	Estimated Number of Participants	Estimated Gross Revenues
Fall Soccer	Aug-Nov	\$145/\$165	250	\$38,750
Winter Flag Football	Jan-Mar	\$145/\$165	300	\$46,500
Spring Soccer	Feb-May	\$145/\$165	250	\$38,750
Basketball	April- May	\$125/\$145	100	\$13,500
Rookie Project (2-6 years old)	4 sessions (Fall, Winter, Spring, Summer)	\$135	100 per session	\$54,000
Summer Flag	Jun-Jul	\$145/\$165	150	\$23,250

CDD Revenue Share and Other Incentives: Using table below, provide requested information.

- a. Please describe fee-based sports programming that you plan to provide at Bartram Springs during the first year of the contract and proposed revenue share (%) with the CDD and estimated total payment to CDD
- b. Incentives/Value Added Propositions (optional).
 - i. Field Maintenance Assistance (estimated value) ii. Other incentives such as uniforms, equipment, etc.

Program	Description	CDD Revenue Share 10%	Estimated Annualized CDD Revenue Share
Fall Soccer	Includes Coaches background check, communication app, 8 games, and picture day and Jersey		\$3,875
Winter Flag Football	Includes Coaches background check, communication app, 6 games, picture day and Jersey		\$4,650
Spring Soccer	Includes Coaches background check, communication app, 8 games, picture day and Jersey		\$3,875
Basketball	Includes Coaches background check, communication app, 6 games, picture day, and Jersey		\$1,350
Rookie Project	Includes Coaches background check, communication app, 6 sessions, picture day, and Jersey		\$5,400
Summer Flag Football	Includes Coaches background check, communication app, 6 games, picture day and Jersey		\$2325

4. ALTERNATIVE PROPOSAL

IF THE PROPOSER DESIRES TO PROPOSE AN ALTERNATE APPROACH TO OPERATING YOUTH SPORTS PROGRAMMING THE DISTRICT'S FACILITIES, THE PROPOSER IS STRONGLY ENCOURAGED TO SUBMIT BOTH A PROPOSAL RESPONSIVE TO THE STRUCTURE OUTLINED HEREIN AND A SEPARATE, ALTERNATIVE PROPOSAL. PROPOSER IS ENCOURAGED TO PROVIDE AS MUCH DETAIL AS POSSIBLE REGARDING THE ALTERNATIVE, INCLUDING, BUT NOT LIMITED TO, STAFFING, FEE STRUCTURES, REVENUE SHARING, AND FIELD MAINTENANCE PARTICIPATION.

Bartram Springs Community Development District Sports Programming Selection Evaluation Criteria

	Ability of Personnel	Proposer's Experience	Understanding of Scope of Work	Ability to Furnish the Required Services	User Fees and Other Financial Considerations	
	(e.g., geographic locations of the firm's headquarters or permanent office in relation to the project; capabilities and experience of key personnel; present ability to manage this project; evaluation of existing workload; proposed staffing levels, etc.)	(e.g., past record and experience of the Proposer in similar projects; volume of work previously performed by the firm; past performance for other Community Development Districts in other contracts; character; integrity; reputation of respondent, etc.)	Extent to which the proposal demonstrates an understanding of the District's needs for the services requested.	Extent to which the proposal demonstrates the adequacy of proposer's financial resources and stability as a business entity necessary to complete the services required	Points will be awarded based upon two-tiered user fees directly billed to residents and non-residents. Also considered are participation in 10% gross revenue sharing and other value-added services & incentives	Point Total
Proposer	20	20	20	20	20	100
Company A						
Company B						
Company C						
Company D						
Company E						



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 5/7/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

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PRO	DUCE	R							CONTACT NAME: Kathryn Francis						
Bla	icka	dar Ir	nsurance	e Ag	ency, Inc.				PHONE (A/C, No, Ext): (A/C, No): 407-830-4681						
			ald Read		Blvd				(A/C, No, Ext): (A/C, No): 407-830-4681 E-MAIL ADDRESS: Kathryn@partridgepetty.com						
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		(CLAIMS-MAD	DE [X OCCUR							PREMISES (Ea occurrence)	\$ 100,0	00	
												MED EXP (Any one person)	\$0		
												PERSONAL & ADV INJURY	\$ 1,000	,000	
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CERTIFICATE HOLDER CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. ACCORDANCE WITH THE POLICY PROVISIONS.															

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475 West Town Place, Suite 114 St. Augustine FL 32092

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