

Miami Tennis Pro, Corp 7927 SW 105 PL Miami, FL 33173 305.803.5432 bnm06h@gmail.com

February 18, 2024

Project Manager: Bradley Mixson Position: President of Miami Tennis Pro, Corp.

Proposal for RFP No. 01-23/24 for Professional Tennis Management and Operations Services for the Miami Springs Tennis Center

TABLE OF CONTENTS

| I. Le | tter of Intent Pg. 3 |
|-------------|---|
| II. Qu | alifications Pg. 5 |
| А. | Form 2 |
| B. | Certificate of Liability Insurance |
| | Form 9 - References |
| III. Pr | oject Team/Personnel Qualifications Pg. 6 |
| A.] | Form 8 |
| B. F | Resumes and Certifications |
| IV. Pro | ject Implementation Strategy Pg. 7 |
| V. Fee | Proposal Pg. 9 |
| | roposed Fee Schedule |
| VI. Spe | ecial Consideration Pg. 10 |
| VII. In | surance and Conclusion Pg. 11 |
| | orm 3A |
| B.F | orm 4 |
| C. F | form 5 |
| D. F | Form 6 |
| E. F | °orm 7 |
| F. F | orm 10 |
| G. I | Form 11 |
| | References |

Miami Tennis Pro, Corp. 7927 SW 105 PL Miami, FL 33173

February 19, 2024

City of Miami Springs Mayor Maria Mitchell, Miami Springs Mayor Juan C. Jimenez, Miami Springs City Manager Miami Springs Council 201 Westward Drive Miami Springs, FL 33166

Dear Sirs and Madams,

I am writing on behalf of Miami Tennis Pro, Corp. to express our sincere intent to submit a proposal in response to RFP No. 01-23/24 for Professional Tennis Management and Operations Services for the Miami Springs Tennis Center. As a dedicated, licensed, and experienced tennis and pickleball professional, we are excited about the opportunity to collaborate with the City of Miami Springs in enhancing the quality and accessibility of recreational tennis and pickleball facilities for the community.

Our commitment to the City of Miami Springs is grounded in our passion for delivering excellence in sports facility management and our unwavering dedication to fostering community engagement and wellness. We understand the importance of the Miami Springs Tennis Center as a hub for sports and recreation, and we are eager to contribute our expertise to its continued success and development.

In our proposal, we aim to outline a comprehensive approach to the management and operations of the Miami Springs Tennis Center, focusing on facility maintenance, programming, marketing, and community outreach. MTP is committed to providing comprehensive tennis and pickleball programming, maintaining the facility to the highest standards, and fostering a communityfriendly environment. Our proposal includes tailored solutions that align with the City's vision and goals for the tennis center, ensuring its long-term sustainability and success. We look forward to the opportunity to further discuss our proposal and how Miami Tennis Pro, Corp. can support the City of Miami Springs in achieving its objectives for the tennis center. Should you require any additional information or clarification, please do not hesitate to contact me at 305.803.5432 or bnm06h@gmail.com.

Thank you for considering our Letter of Intent. We are excited about the possibility of collaborating with the City of Miami Springs and are eager to contribute to the enhancement of the Miami Springs Tennis Center for the benefit of the community.

Sincerely,

Bradley Mixson President of Miami Tennis Pro, Corp.

Proposal to City of Miami Springs RFP No. 01-23/24 for Professional Tennis Management and Operations Services for the Miami Springs Tennis Center

Date: February 18, 2024

City of Miami Springs Tennis Center 401 Westward Drive Miami Springs, FL 33166

Attention: Mayor Maria Mitchell, Miami Springs Mayor Juan C. Jimenez, Miami Springs City Manager Miami Springs Council

Miami Tennis Pro, Corp. (MTP) is honored to submit this Request for Proposal (RFP) to the City of Miami Springs (CMS) for the management and operation of the Miami Springs Tennis Center. With our extensive experience and commitment to excellence, we are excited about the opportunity to enhance the tennis and pickleball experience for residents and visitors alike.

PROPOSER DETAILS:

Miami Tennis Pro, Corp. (MTP) Director: Bradley Mixson

QUALIFICATIONS:

Bradley Mixson brings a wealth of experience and expertise to the management and operation of the Miami Springs Tennis Center. As the #1 junior tennis player in Florida from 2000 to 2006 and a former #2 top-ranked player in the USA, maintaining that ranking over the span of a couple years, Bradley has a proven track record of excellence in both playing and coaching. With a full scholarship to Florida State University and extensive coaching experience with top competitive players in Florida, nationally, and internationally from 2010 to 2021, including work with top touring professionals, such as Grigor Dimitrov, Naomi Osaka (US Open champion), and Venus Williams (21-time grand slam champion), as well as being a current pickleball touring professional (2022 and 2023 pro doubles champion, and 2024 Delray Open champion), Bradley's leadership ensures a high standard of service and instruction at the Miami Springs Tennis Center. In addition to these exemplary credentials, Bradley Mixson has also been a USPTA certified professional since 2016, with Elite Professional status since 2020, as well as a certified pickleball instructor since 2018; and is currently serving as Vice President of USPTA Region 8 (South Florida).

FORM 2

COMPANY QUALIFICATIONS QUESTIONNAIRE

Please complete this Company Qualifications Questionnaire. By completing this form and submitting a response to the solicitation, you certify that any and all information contained in the Proposal is true, that your response to the RFP is made without prior understanding, agreement, or connections with any corporation, firm or person submitting a response to the RFP for the same materials, supplies, equipment, or services, is in all respects fair and without collusion or fraud, that you agree to abide by all terms and conditions of the solicitation, and certify that you are authorized to sign for the Respondent's firm.

Some responses may require the inclusion of separate attachments. Separate attachments should be as concise as possible, while including the requested information. In no event should the total page count of all attachments to this Form exceed five (5) pages. Some information may not be applicable; in such instances, please insert "N/A".

Pro Corp ami lennis Firm Name Miami, F1. 33173 7927 SW 105 (305) 803-5432 **Facsimile Number** BNMOGH Dgmail.com 81-2884211 Federal I.D. No. or Social Security Number Municipal Business Tax/Occupational License No. FIRM HISTORY AND INFORMATION S How many years has the firm has been in business under its current name and ownership?_ years Please identify the Firm's document number with the Florida Division of Corporations and date the Firm registered/filed to conduct business in the State of Florida: 6000049969 06/07/2016 **Document Number** Please identify the Firm's category with the Florida Department of Business Professional Regulation (DBPR), DBPR license number, and date licensed by DBPR: License No. Date Licensed Category Please indicate the type of entity form of the Firm (if other, please describe): Corporation DLLC DLLP DOther Individual Partnership Please identify the Firm's primary business: Tennis Instruction and professional educational services Please identify the number of continuous years your Firm has performed its primary business:

Form 2 RFP Page 22 of 63

Please list all professional licenses and certifications held by the Firm, its Qualifier/Principal, and any Key Staff, including any active certifications of small, minority, or disadvantaged business enterprise, and the name of the entity that issued the license or certification:

| License/Certification Type | Name of Entity Issuing License or Certification | License No. | License Issuance Date |
|-------------------------------|--|-------------|-----------------------------|
| | | | - |
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Please identify the name, license number, and issuance date of any prior companies that pertain to your Firm:

| License/Certification Type | Name of Entity Issuing License or Certification | License No. | License Issuance Date |
|-------------------------------|--|-------------|-----------------------|
| | | | |
| The second second | 1000 | | and the second second |

Please identify all individuals authorized to sign for the entity, their title, and the threshold/level of their signing authority:

| Authorized Signor's Name | Title | Signing Authority Threshold (All, Cost up to \$X-Amount, No Cost, Other) |
|--------------------------|-----------|---|
| Bradley Mixson | President | All |
| | | |

Please identify the total number of Firm employees, managerial/administrative employees, and identify the total number of trades employees by trade (e.g., 20 electricians, 5 laborers, 2 mechanics, etc.):

| Total No. of Employees | 1 |
|---|--|
| Total No. of Managerial/Administrative Employees | |
| Total No. of Trades Employees by Trade | |
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| the second se | |

INSURANCE INFORMATION

Please provide the following information about the Firm's insurance company:

| Houston Casualt | ng Group: | Tyler Layback |
|--------------------------------|----------------------|----------------------------------|
| Insurance Carrier Name | | Insurance Carrier Contact Person |
| 306 Main St Worcest | er, Ma (978)661-6962 | trldespspecialty.com |
| Insurance Carrier Address 0160 | 8 Telephone No. | Email |
| | | / |

Has the Firm filed any insurance claims in the last five (5) years? type of claim and the amount paid out under the claim: ______

> Form 2 RFP Page 23 of 63

FIRM OWNERSHIP

the and encount of superchiles

| Owner/Partner Name | Title | Ownership (%) |
|--------------------|-----------|---------------|
| Bradley Mixson | President | 100 |
| | | |
| | | |
| | | |

Please identify whether any of the owners/partners identified above are owners/partners in another entity: No referse if yes, please identify the name of the owner/partner, the other entity's name, and percent of ownership held by the stated owner/partner:

| Owner/Partner Name | Other Entity Name | Ownership (%) |
|--------------------|-----------------------------|--|
| Bradley Mixson | Match Point | 50 |
| | CHART IN A REAL PROPERTY OF | |
| | | A COMPANY OF A COM |
| | | The second second second |

RECENT CONTRACTS

Please identify the five (5) most recent contracts in which your Firm has provided services to other public entities:

| Public Entity Name | Contact Person | Telephone No. | Email Address | Date Awarded | |
|--------------------|----------------|---------------|---------------|--------------|--|
| | | | | | |
| | | | 1.1.5.5.1 | | |
| | | | | | |
| | | | | | |
| | | | | | |

By signing below, Respondent certifies that the information contained herein is complete and accurate to the best of Respondent's knowledge.

Firm: <u>Miami Tennis Pro, Corp.</u> Authorized Signature: <u>B</u> <u>Mix</u> Date: <u>2119124</u> Print or Type Name: <u>Bradley Mixson</u> Title: <u>Presiden</u> Title: President

Form 2 RFP Page 24 of 63



GERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

| - | 2.00 | | | 1.41.4 | 2010-020 | the second second | | | 10/2023 |
|----------------|---|-------------|--|-----------------------------|---|-----------------------------------|---|-------------------|---------------|
| BIR | HIS CERTIFICATE IS ISSUED AS A MATT ERTIFICATE DOES NOT AFFIRMATIVEL ELOW. THIS CERTIFICATE OF INSURAL EPRESENTATIVE OR PRODUCER, AND | Y OR NEG | ATIVELY AMEND, EXTER 8 NOT CONSTITUTE A C TIFICATE HOLDER. | ND OR A | LTER THE C CT BETWEEN | OVERAGE A | AFFORDED BY THE POLI NG INSURER(S), AUTHO | CIES | |
| If | PORTANT: If the certificate holder is an SUBROGATION IS WAIVED, subject to t | the terms | and conditions of the po | licy, cer | tain policies | DITIONAL IN may require | SURED provisions or be an endorsement. A stat | endors ement d | sed. on |
| th | is certificate does not confer rights to t | he certific | ate holder in lieu of such | | | | | | |
| PRO | DUCER | | | CONTAC NAME: | T Tyler Laub | ack | | | |
| SHE | EL Risk Purchasing Group | | | PHONE (A/C, No E-MAIL | Ext): | | FAX (A/C, No): | _ | |
| 306 | Main Street | | | E-MAIL ADDRES | s: trl@espsp | ecialty.com | | | |
| 1.5 | | | | | INS | URER(S) AFFOR | RDING COVERAGE | | NAIC # |
| Wor | rcester | | MA 01608 | INSURE | RA: Houston | Casualty Com | npany | | 42374 |
| INSU | RED | | | INSURE | RB: | | | | |
| | Match Point Enterprises LLC | | | INSURE | RC: | | | | |
| | A Member of SHEL Risk Purchas | ing Group | | INSURE | RD: | | | | |
| | 561 Wren Ave | | | INSURE | RE: | | | | |
| | Miami | | FL 33166 | INSURE | RF: | | | | - |
| CON | VERAGES CERT | IFICATE N | UMBER: CL23316230 | _ | | | REVISION NUMBER: | | |
| IN CE EX | HIS IS TO CERTIFY THAT THE POLICIES OF IN DICATED. NOTWITHSTANDING ANY REQUIN ERTIFICATE MAY BE ISSUED OR MAY PERTA (CLUSIONS AND CONDITIONS OF SUCH POL | REMENT, TE | RM OR CONDITION OF ANY SURANCE AFFORDED BY TH | CONTRA | ACT OR OTHER ES DESCRIBER ED BY PAID CL | DOCUMENT DHEREIN IS S AIMS. | WITH RESPECT TO WHICH T SUBJECT TO ALL THE TERMS | THIS | |
| INSR LTR | TYPE OF INSURANCE | ADDL SUBR | POLICY NUMBER | | POLICY EFF (MM/DD/YYYY) | POLICY EXP (MM/DD/YYYY) | LIME | rs | |
| | | - | | | | 1 | EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) | s 1,00 | 0,000 |
| | | | | | | | MED EXP (Any one person) | \$ 5,000 | |
| A | | | H23AS00010 | | 03/30/2023 | 03/30/2024 | PERSONAL & ADV INJURY | s 1,00 | 0,000 |
| | GEN'L AGGREGATE LIMIT APPLIES PER: | | | | and the second | | GENERAL AGGREGATE | \$ 2,00 | 0,000 |
| | | 1 | | - | St F B | | PRODUCTS - COMP/OP AGG | \$ 2,00 | 0,000 |
| | OTHER: | | | | | | PLL | \$ 1,00 | 0,000 |
| | AUTOMOBILE LIABILITY | | | - | | 20 | COMBINED SINGLE LIMIT (Ea accident) | 5 | |
| | ANY AUTO | | | | p.a. / | | BODILY INJURY (Per person) | s | |
| | OWNED SCHEDULED | | | | 1 | | BODILY INJURY (Per accident) | s | |
| | AUTOS ONLY AUTOS HIRED NON-OWNED | 12 | A 10 10 10 10 10 10 | | 2010-1-2 | | PROPERTY DAMAGE | s | |
| | AUTOS ONLY AUTOS ONLY | 18 | | | | | (Per accident) | s | |
| - | UMBRELLA LIAB | - | | | | | | | |
| | | | | | | | EACH OCCURRENCE | 5 | |
| | CLAIMS-MADE | | | 1 | | | AGGREGATE | 5 | |
| - | DED RETENTION \$ | | | | | | PER OTH- STATUTE ER | \$ | |
| | AND EMPLOYERS' LIABILITY Y/N | | | | | | Contraction of the second s | | |
| 1.5 | ANY PROPRIETOR/PARTNER/EXECUTIVE | N/A | | | | | E.L. EACH ACCIDENT | s | |
| | (Mandatory In NH) | | | | | | E.L. DISEASE - EA EMPLOYEE | \$ | |
| | DESCRIPTION OF OPERATIONS below | | | | | | E.L. DISEASE - POLICY LIMIT Per Accident | \$ \$25. | 000 |
| A | Participant Excess Accident Medical | | H23AS00010 | | 03/30/2023 | 03/30/2024 | Deductible | \$250 | |
| DESC | CRIPTION OF OPERATIONS / LOCATIONS / VEHICLE | S (ACORD 1 | 01. Additional Remarks Schedule | , may be a | ttached If more so | ace is required) | L | | |
| | erage applies to only those Tennis Instruction | | | | | | | | |
| CEF | RTIFICATE HOLDER | - | | CANC | ELLATION | | | | |
| | Evidence of Insurance | | | SHC THE ACC | ULD ANY OF T | ATE THEREO | ESCRIBED POLICIES BE CAN F, NOTICE WILL BE DELIVER Y PROVISIONS. | | DBEFORE |
| | 1 | | | | | | en | | |
| ACC | ORD 25 (2016/03) | The | ACORD name and logo a | are regis | | | ACORD CORPORATION | All rig | hts reserved. |

FORM 9

REFERENCES

IN ADDITION TO THE INFORMATION REQUIRED ON THIS FORM, PLEASE PROVIDE A MINIMUM OF THREE REFERENCE LETTERS, ONE OF WHICH SHOULD BE MUNICIPAL OR GOVERNMENT REFERENCES.

REFERENCE #1 Public Entity Name: Bon Elman Parke Tennis Center Reference Contact Person/Title/Department: Elizabeth LevinSon, President, Tennis305, INC. Contact Number & Email (305) 213 - 2665 Tennis305 incadaol.com Public Entity Size/Number of Residents/Square Mileage: Kendall, Miami, 33176 Event(s) Completed (include Name of Project/Event, Date of Event Start/Completion, Details on size/Scope of Work/Complexity) Operator and Manager of Ron Ehman Park Tennis Center

Is the Contract still Active? Yes _____ No _____

Form 9 RFP Page 40 of 63

REFERENCE #2

| Public Entity Name: Winston Park Tennis Center |
|---|
| Reference Contact Person/Title/Department: Kevin Chow |
| Director of Tennis, Chow Tennis Academy |
| Contact Number & Email (305) 794 - 4580 |
| Kmc1975 Dyahoo.com |
| Public Entity Size/Number of Residents/Square Mileage: Kendall, Miami, 33183 |
| |
| Event(s) Completed (include Name of Project/Event, Date of Event Start/Completion, Details on |
| size/Scope of Work/Complexity) Director of tennis at |
| Winston Parke Tennis Center |
| |
| |
| Is the Contract still Active? Yes No |

REFERENCE #3

| Public Entity Name: USPTA - FI | |
|---|---------|
| Reference Contact Person/Title/Department: Jason Gilbert | |
| President United States Professional Tennis Association- | Florida |
| Contact Number & Email (305) 778 - 4574 | |
| gilbertaustaflorida.com | |
| Public Entity Size/Number of Residents/Square Mileage: Florida, and USA. | |
| Event(s) Completed (include Name of Project/Event, Date of Event Start/Completion, Details on | |
| size/Scope of Work/Complexity) USPTA conferences, State, | |
| national, world. | |
| | |
| | |
| Is the Contract still Active? Yes No | |

0.00

PROJECT TEAM:

- · Bradley Mixson, Program Manager (Bio and Resume Included)
 - Silvio Martine, Assistant Head Coach (Bio and Resume Included)
 - · Tomas Rodriguez, Assistant Head Coach (Bio and Resume Included)
 - Andrew Lazara, Coach
 - Mark Zhurbin, Coach
 - Christian Deynes, Coach
 - Edmundo Torres, Coach
- Lindsay Mixson, Office Manager
 - Gabriel Sanchez, Office Assistant
 - Additional employees to be hired as-needed

A. Background Screenings

- MTP will adhere to the CMS policy for all background screenings and drug tests for each staff member
- **B.** Attire
- MTP staff will prominently display the company name on their shirts, ensuring clear recognition of our team members.

FORM 8 KEY STAFF & PROPOSED SUBCONTRACTORS

KEY STAFF

Please complete the following chart with the Firm's proposed Key Staff. If additional space is required, please copy/duplicate this page and attach to this Form. Additional space:
No
Yes

| Name | Title | Years of Experience | Years with Firm | Licenses/Certifications |
|------------------|-------------------------------|------------------------|--------------------|------------------------------------|
| Brodley Mixson | President/ Director | | 8 | USPTA Elite Tennis + pickleball |
| Silvio Martinez | Assistant Teaching fro | | | PTR |
| Tomas Rodriguez | Accistent | (United) | | PTR |
| Lindsey Mixson | Affice | | | The second program. |
| Gabriel Senchez | 91'220 | | | |
| Christian Deynes | Pickleball Coach | | | |
| Mark Zhurbin | Pickleball & Fitness Cocch | | | |
| Andrew Lazara | Recquet Sports Coach | | | |
| Edmundo Tornes | Recquet Sports Loach | | | |
| Hayley Arango | Office Assistant | | | |

Please explain the Firm's ability and resources to substitute personnel with equal or higher qualifications than the Key Staff they will substitute for where substitute is required due to attrition, turnover, or a specific request by the City:

MTP has a large network of USPTA PTR certified professionals, as well as customer service professionals. All of these would be able to substitute and lor fill open spaces.

Form 8 RFP Page 38 of 63

Please identify each Key Staff member's engagement commitments that will exist concurrently with the City's Services:

| Key Staff Name | Area of Responsibility | Client | Commitment (Hours/week) | Period of Engagement |
|----------------|------------------------|--------|----------------------------|-------------------------|
| Bradley Mixsor | Manage & Operate | | 48 | |
| | Office Manager | | 25 | |
| | Tennis Coaching | | 23 | |
| | Tennis Loaching | | 27 | |

PROPOSED SUBCONTRACTORS

The undersigned Respondent hereby designates, as follows, all major subcontractors whom they propose to utilize for the major areas of work for the services. The bidder is further notified that all subcontractors shall be properly licensed, bondable, and shall be required to furnish the City with a Certificate of Insurance in accordance with the contract general conditions. Failure to furnish this information shall be grounds for rejection of the bidder's proposal. (If no subcontractors are proposed, state "None" on first line below.)

| Subcontractor Name & Address | Scope of Work | License Number |
|---------------------------------------|--------------------|----------------|
| 12 | at in American and | |
| | | |
| | | |
| · · · · · · · · · · · · · · · · · · · | | |

Firm: Miami Tennis Pro, Corp. Authorized Signature: By hip Date: Bradley Mixson Title: Print or Type Name:

Form 8 RFP Page 39 of 63

BRAD MIXSON

7927 SW 105 Place Miami, FL 33173 Cell: 305-803-5432 <u>Bnm06h@gmail.com</u>

PERSONAL STATEMENT

I am a friendly, loyal, and dedicated individual who has an ambition to succeed in any given environment. I have many years of experience as a tennis and pickleball professional, and six (6) years of experience in racquet and apparel sales. I am hard-working, energetic, and enthusiastic about what I do; I work well with others, in group settings, and also possess the self-motivation necessary to be effective working alone. Having been a college tennis player, I've learned the importance of working on a team, as well as thriving as an individual. I am ready to conquer any challenge that comes my way.

EDUCATION

Bachelor of Science Degree Florida International University, Miami, Fl

Major: Recreation and Sport Management

EXPERIENCE -

Tennis/Pickleball Coach

Match Point Tennis - Miami Springs, FL Miami Tennis/Pickleball Pro - Miami, Florida Jeff Schwartz (Private Coach) - Pinecrest and Davie, Florida Ocean Reef Club - Key Largo, Florida Chow Tennis Academy - Miami, Florida Tennis305 - Miami, Florida Royal Palm Tennis Club - Miami, Florida Julie Steven Tennis - Miami, Florida

- Innovate programs for children (all ages) and adults
- Schedule, Communicate, and Conduct a team environment
- Coached and traveled with junior tennis players
- Instructor, Strategist, Mental Coach
- Taught tennis to underprivileged children
- Organize/Direct Pickleball Events

September 2022 - Present February 2016 - Present October 2021 - August 2022 November 2018 - October 2021 June 2015 - November 2018 January 2014 - February 2015 May 2005 - April 2014 (seasonally) July 2008 - June 2009

- Facilitate, Strategize, Organize
- Provide a safe and fun environment for all age groups
- Motivate individuals through physical, mental, and spiritual wellness
- Assisted/Instructed Summer tennis camp
- Orchestrated private lessons
- Create fun and social play for pickleball enthusiasts

Salesperson/Stringer

GT Sports - Miami, Florida

Assisting Sales & Retail

September 2004 - July 2006

Stringing Tennis Racquets

SKILLS

- Innovating
 Motivating
- Teaching Mentoring Communication
- Empowering Others
- Serving Others

MEMBERSHIPS

United States Professional Tennis Association (District 13A VP)

•

United States Tennis Association

AWARDS/ACCOMPLISHMENTS

| Number One Ranked Junior in Florida | 2000, 2002, 2004, and 2006 |
|---|--|
| Number Two Ranked Junior in USA | 2002 |
| USTA Florida State Champion Boy's 16's Division | 2004 |
| FHSAA State Champion (Miami Killian) | 2005 |
| Top Six for Service Florida State University | 2007-2008 |
| 100% Scholarship to FSU Division 1 Tennis Team | 2006 |
| Competitor on FSU team that reach #7 in USA (2018) | 2007 |
| Coached Kalamazoo Champion, Gonzales Austin, Jr. | 2009 |
| Hitting Partner for ATP/WTA players (V. Williams, Dimitrov) | 2013-2016 and a constant the date of |
| Hitting Partner Miami Open | 2016 the state of the state of the state |
| Dean's List | Fall 2017 & Spring 2018 |

INTERESTS

God/Church

Family
 Travel

Service

Golf
 Basketball

and contact all.

REFERENCES AVAILABLE UPON REQUEST

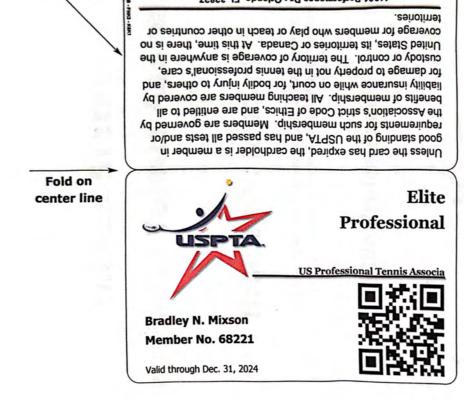
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 Molecche in March in State (1997)
 State (1997)</l
 - Ginjamice/Bared Pickleball Events

Salasperson/Salasper

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2/18/2024



11961 Performance Df • Orlando, FL 32827 407-634-3050 Meyta.com • www.uspta.com

USPTA

Cut on

outside line

USPTA Membership Card

CKMY - ACJT - USHT - ZE9T

Membership No. 68221 Valid through Dec. 31, 2024



Chief Executive Officer

United States

Professional Tennis Association

Hereby certifies that

Bradley N. Mixson

has successfully completed all requirements, including an extensive examination of teaching, playing and business skills, necessary for the rating of

Elite Professional

Professional Tennis Association United States

Hereby awards this certificate to

Bradley N. Mixson

for

8 Years of Service 2024

Julie Moin President USPTA

Chief Executive Officer

CKMY - ACJT - UBHT - ZE91



United States Professional Tennis Association

Education Credits Report

Mr. Bradley N. Mixson

Membership Information

Member ID: Member Type: Paid Through: Years of Service:

Credits:

68221 **Certified Member** 12/31/2024 8

Continuing Education Requirements

| Requirement: | 15 education credits every 3-year period. |
|--------------|---|
| Your Status: | You have met the CE requirement for this 3-year period. |
| Period: | 01/01/2022 to 12/31/2024 |

Professional Level: **Platform Pro Level:** Elite Professional None

Wheelchair Certified:

Elite Professional Requirements Requirement:

13 credits from approved specialty courses and webinars, plus written exam and on-court Elite Pro certification requirements.

0.00

No

You are already an Elite Pro. Your Status:

Specialty Course / Webinar Credits:

APC Classification Requirements

26.75

Requirement:

The APC Classification is discontinued as of 6/1/2021. APC credits and requirements are no longer tracked.

Lifetime and Yearly Totals

| Lifetime Total Credits: | 211.25 |
|-------------------------|--------|
| This Year (2024): | 0.00 |
| Last Year (2023): | 1.50 |
| 2 Years Ago (2022): | 25.25 |

Completed Courses as of 02/18/2024

(Courses Listed in Reverse Date Order)

| Event / Course | Course Date | Credits |
|---|-------------|---------|
| USPTA Florida Meeting – South Florida Region 8 Spring Meeting | 04/01/2023 | 1.50 |
| USPTA Florida-Region 8 South Florida Summer Summit | 06/24/2022 | 3.75 |
| USPTA Pickleball | 06/21/2022 | 4.00 |
| DCONFFL22A/GS09 - On Court: New and Most Effective Ways To Practice | 06/04/2022 | 2.25 |
| 2022 USPTA Florida Conference- Performance Tennis for All Levels | 06/04/2022 | 2.25 |
| DCONFFL22A/GS06 - Diversity Does Not Equal Poverty | 06/03/2022 | 2.25 |
| 2022 USPTA Florida Conference-Diversity Does Not Equal Poverty | 06/03/2022 | 2.25 |
| 2022 USPTA Florida Conference-Medical Concerns of the Tennis Athlete | 06/03/2022 | 2.25 |
| 2022 USPTA Florida Conference-Panel Discussion with USPTA Past Presidents | 06/03/2022 | 2.25 |
| 2022 USPTA Florida Conference-USPTA National Update | 06/03/2022 | 1.50 |
| USPTA Florida - Region 8 Virtual Conference | 02/22/2022 | 2.50 |
| USPTA FL VC - Creating Time and Space | 07/03/2021 | 1.00 |
| USPTA FL VC - Analytics in Tennis | 06/03/2021 | 1.00 |
| USPTA FL VC - Pickleball and the Future of Racquets | 06/03/2021 | 1.00 |
| | | |

Page 1 of 3

EPR = Approved Specialty Course or Webinar for Elite Pro

Completed Courses as of 02/18/2024 (Courses Listed in Reverse Date Order)

| Event / Course | Course Date | Credits |
|---|-------------|----------|
| USPTA FL VC - USTA/USTA Florida -Resources to Grow the Game | 06/03/2021 | 1.00 |
| USPTA FL VC - Digital Marketing for You and Your Business | 06/03/2021 | 1.00 |
| USPTA FL VC - Challenges and Opportunities of Managing Public Facilities | 06/03/2021 | 1.00 |
| USPTA FL VC - USPTA National Update | 06/03/2021 | 1.00 |
| USPTA FL VC - How to Build the Necessary Programs, Play Options and Pathways to Grow Y- | 06/03/2021 | 1.00 |
| WC20 - USTA's ADM: A framework for success | 10/07/2020 | 1.00 |
| WC20 - Secrets to successful doubles | 09/21/2020 | 1.00 |
| WC20 - How Point Score Dictates Strategy | 09/21/2020 | 1.00 |
| 2020 Wilson Staff Meeting | 09/21/2020 | 1.00 |
| WC20 - Spanish drills | 09/21/2020 | 1.00 |
| WC20 - Lessons from coaching WTA vs. ATP players | 09/21/2020 | 1.00 |
| USPTA Florida District Virtual Meeting - Miami | 04/28/2020 | 1.50 |
| USPTA FL Division - District 13 Miami Meeting | 04/10/2020 | 1.50 |
| TR - DVD - Tennis Business Mgmt 4hrs | 09/11/2019 | 4.00 EPR |
| TR - DVD - Management: A learned skill | 08/26/2019 | 4.00 EPR |
| TR - USPTA Webinar - Accounting 101 | 12/15/2018 | 1.00 EPR |
| TR - DVD - Using your coaching skills in a manager's role 4hrs | 12/14/2018 | 4.00 EPR |
| TTCONF18A/SEM36 - Video Analysis | 08/26/2018 | 1.00 |
| TTCONF18A/SEM33 - High Performance Mindset Skills For Everyday Players | 08/26/2018 | 1.00 |
| TTCONF18A/SEM31 - Strategies of a National Coach Development Program | 08/26/2018 | 1.00 |
| TTCONF18A/SEM27 - Finding College Oppoturnities for Your Players | 08/26/2018 | 1.00 |
| TTCONF18A/SEM24 - The Science Behind The Optimum Tennis Serve | 08/26/2018 | 1.00 |
| TTCONF18A/SEM23 - Navigating the World of Professional Tennis | 08/26/2018 | 1.00 |
| TTCONF18A/SEM21 - All You Need to Know to Coach Footwork Effectively | 08/25/2018 | 1.00 |
| TTCONF18A/SEM19 - Athletic Skill Development: Key to an Improved Jr. Program | 08/25/2018 | 1.00 |
| TTCONF18A/SEM18 - Tactical and Technical Progressions for the Serve | 08/25/2018 | 1.00 |
| USPTA WC - TTC - General Session - USTA Player Development Teaching & Coaching Progre | 08/25/2018 | 2.00 |
| TTCONF18A/SEM14 - Mentoring Programs: How Everyone Benefits | 08/24/2018 | 1.00 |
| TTCONF18A/GS10 - USPTA General Membership Meeting | 08/24/2018 | 2.00 |
| TTCONF18A/SEM08 - Advanced Injury Prevention Strategies for Tennis Players | 08/24/2018 | 1.00 |
| TTCONF18A/SEM06 - Digital Platforms to Energize Your Brand and Business | 08/24/2018 | 1.00 |
| TTCONF18A/SEM03 - Tennis: Model Sport for Youth | 08/24/2018 | 1.00 |
| USPTA World Conference - 2018 Tennis Teachers Conference (USPTA WC) | 08/24/2018 | 20.00 |
| TTCONF18A/SPC01 - Net Generation | 08/23/2018 | 4.00 |
| USPTA FL RED - JR Development | 02/24/2018 | 4.00 |
| USPTA FL RED - JR Dev - EDU Sessions | 02/24/2018 | 6.00 |
| WCONF17/SEM70 - Injury Prevention on Your Court | 10/15/2017 | 1.00 |
| WCONF17/SEM62 - MORE, Motivating Every Kid To Stay in the Game | 10/15/2017 | |
| WCONF17/GS04 - Closing Session: The Next Generation | 10/15/2017 | 1.00 |
| 2017 Next Generation Workshop (USPTA WC) | 10/15/2017 | 2.00 |
| WCONF17/SEM55 - How To Take the Headache Out of Motivating Your Staff | 10/14/2017 | 20.00 |
| WCONF17/SEM49 - What Does Your Career Path Look Like? | 10/14/2017 | 1.00 |
| WCONF17/SEM42 - Attracting Adults Who Don't Play Tennis | 10/14/2017 | 1.00 |
| WCONF17/GS03 - Panel Discussion: Lake Nona and The Future of Tennis | 10/14/2017 | 1.00 |
| WCONF17/SEM37 - Master Pro Roundtables | 10/14/2017 | 1.00 |
| Next Generation - Leadership Lessons and a Lifetime of Tennis | 10/14/2017 | 1.00 |
| | | 1.00 |
| WCONF17/SEM32 - The Three Big Ticket Items in Tennis | 10/13/2017 | 1.00 |

EPR = Approved Specialty Course or Webinar for Elite Pro

Completed Courses as of 02/18/2024 (Courses Listed in Reverse Date Order)

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| | Course Date | Credits |
|---|---------------------|---------|
| Event / Course WCONF17/SEM24 - Junior Tournaments in the U.S. | 10/13/2017 | 1.00 |
| WCONF17/SEM124 - Junior Fourmaments in the O.S. WCONF17/SEM19 - Reimagining the Youth Competitive Experience | 10/13/2017 | 1.00 |
| WCONF17/GS01 - Net Generation Debut | 10/13/2017 | 1.00 |
| WCONF17/SEM13 - Net Generation Party: How To Engage & Improve Your Community | 10/12/2017 | 1.00 |
| WCONF17/SEM11 - Transitioning in Today's Game | 10/12/2017 | 1.00 |
| WCONF17/SEM09 - Doubles Lessons: Maximize Return for Coaches With Few Courts | 10/12/2017 | 1.00 |
| WCONF17/SEM05 - High Performance Drills From Eastern Europe | 10/12/2017 | 1.00 |
| WCONF17/SEM02 - Intro To Youth Competition: Team Challenge & Tournaments | 10/12/2017 | 1.00 |
| WCONF17/CYTWSHP - Net Generation Coaches Workshop | 10/11/2017 | 4.00 |
| USPTA Florida Division Convention | 06/04/2017 | 12.00 |
| DCONFFL17A/SEM12 - Tip Swap | 06/03/2017 | 1.00 |
| DCONFFL17A/SEM09 - USPTA National Update | 06/02/2017 | 1.00 |
| DCONFFL17A/GS08 - Combining Tennis and Wellness Programs | 06/02/2017 | 1.50 |
| DCONFFL17A/GS02 - Jumping the Wall of Enthusiasm | 06/01/2017 | 1.50 |
| DCONFFL16A/GS15 - The Master Professionals Present | 06/05/2016 | 1.50 |
| USPTA Florida Division Convention | 06/05/2016 | 12.00 |
| USPTA Florida Division Convention - How To Be Promoted In Tennis - The Fast Path | 06/05/2016 | 1.00 |
| USPTA Florida Divison Convention | 06/04/2016 | 2.50 |
| USPTA Florida Division Convention - Keynote Address | 06/04/2016 | 1.00 |
| USPTA Florida Division Covention - Are you A Doctor Feel Good? | 06/04/2016 | 1.50 |
| DCONFFL16A/GS08 - Alternative - Innovative Play Formats Round Table | 06/03/2016 | 1.50 |
| DCONFFL16A/GS07 - USPTA National Update | 06/03/2016 | 1.00 |
| DCONFFL16A/GS06 - Injury Screening and Prevention for the Tennis Professional | 06/03/2016 | 1.50 |
| DCONFFL16A/GS05 - European Red Clay in Flordia Clubs - How and Why | 06/03/2016 | 1.00 |
| USPTA Florida Division Covention - Mentorship - Developing Quality Professionals for | or Lifet 06/02/2016 | 1.50 |
| USPTA Florida Division Covention - Technology Time Savers | 06/02/2016 | 1.50 |
| 10U Tennis - CYT Bonus Credits | 01/08/2016 | 6.00 |
| 10U Tennis Online Course - Group and Team Management | 11/24/2015 | 1.00 |
| 10U Tennis Online Course - Skill Development | 11/18/2015 | 1.00 |
| 10U Tennis Workshop - Coach Youth Tennis | 09/19/2015 | 4.00 |
| 10U Tennis Online Course - Rules and Guidelines for Children | 09/17/2015 | 1.00 |
| 10U Tennis Online Course - Communicating with Children Ages | 09/17/2015 | 1.00 |
| 10U Tennis Online Course - Characteristics of Children Ages | 09/16/2015 | 1.00 |
| 10U Tennis Online Course - Organizing and Supervising Youth | 09/16/2015 | 1.00 |
| | | |

| Depar | W-9 October 2018) Iment of the Treasury Il Revenue Service | | Identifica Go to www.irs.go | v/FormW9 for inst | er and Certif | est information. | Give Form requester send to th | Do not |
|--|---|---|---|--|--|---|---|-------------------------|
| | 1 Name (as shown of Bradley N Mixso | | tax return). Name is re | equired on this line; do | not leave this line blank | 6 | | |
| | 2 Business name/di Miami Tennis Pro | | y name, if different from | m above | | | | |
| Print or type. See Specific Instructions on page 3. | following seven bo | xes. proprietor or LLC company. Ente e appropriate b is classified as i at is not disregation from the owner uctions) ► street, and apt. | C Corporation | S Corporation (C=C corporation, S= or the tax classification that is disregarded fro for U.S. federal tax pu ropriate box for the tax | e is entered on line 1. C Partnership S corporation, P=Partne of the single-member of m the owner unless the rposes. Otherwise, a sin c classification of its ow | Trust/estate ership) > owner. Do not check owner of the LLC is ngle-member LLC that mer. | 4 Exemptions (codes ap certain entities, not indivi instructions on page 3): Exempt payee code (if an Exemption from FATCA code (if any) (Apples to accounts maintained o and address (optional) | duals; see () reporting |
| | 7 List account numb | er(s) here (optio | nal) | | | | | _ |
| back reside entitie TIN, I | your TIN in the app up withholding. For i ent alien, sole propri es, it is your employed | ropriate box. ndividuals, thi etor, or disreg er identificatio | anded entity, see the n number (EIN). If you | ust match the name locial security numb e instructions for Pa bu do not have a nu ructions for line 1. / | e given on line 1 to a ber (SSN). However, art I, later. For other mber, see <i>How to g</i> Also see <i>What Nam</i> e | for a ta or | identification number | 1 1 |
| Par | t Certific | ation | | | | | | |

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and

- 2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- 3. I am a U.S. citizen or other U.S. person (defined below); and
- 4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

| Here | U.S. person > | Bo |
|------|---------------|----|
| 2000 | SPACE OF | 0 |

Signature of

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

Sign

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer Identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

. Form 1099-INT (interest earned or paid)

 Form 1099-DIV (dividends, including those from stocks or mutual funds)

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Date >

- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- . Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- · Form 1099-S (proceeds from real estate transactions)
- . Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest). 1098-T (tuition)
- Form 1099-C (canceled debt)
- · Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding. later.

LINDSAY MIXSON

EDUCATION & CERTIFICATIONS

PRACTICAL SKILLS

TECHNICAL EXPERIENCE

WORK EXPERIENCE

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474 H (1993) (1994)

Charles Lands (Charles) Branchards (Charles) Dames Lands I am a detail-oriented, organized woman, who is self-driven, dedicated, hardworking, a team player, reliable, and loyal. I am seeking a challenging and rewarding position that allows me to contribute my skills to the benefit of a person or company.

Bryan University Notary Public Court Reporting 2011-2013

- Excellent communication skills.
- Thrive in both fast-paced and slow-paced positions;
- Mac OS and Windows
- CaseCATalyst

FRIEDLAND | CARMONA Legal Secretary Oct. 2017 - Aug. 2021

Microsoft Office

Visionary

- Provide extensive secretarial support
- Open and process client files, ensuring all required documentation is collected in a timely manner
- Draft pleadings, time-sensitive demands, and letters
- File Complaints with the court and process summons through the E-Filing System
- Monitor emails and manage paper flow
- Effectively communicate and work with insurance adjusters, clients, medical facilities, court staff, and attorneys
- Assist attorneys in preparation of depositions, mediations, and trial by obtaining and organizing legal documents
- Schedule and Calendar Appointments

· Adaptable and cooperative.

Able to keep confidential

• Engaging and personable.

iWork

information.

• Order and Maintain Office Equipment

COURT REPORTING U.S. LEGAL SUPPORT UNIVERSAL COURT REPORTING Digital Court Reporter & Proofreader Oct. 2012 - Oct. 2017

- Accurately transcribe, record, and certify the record of court and legal proceedings.
- Prepare/Proof written transcripts.
- Quickly respond to last minute job requests and add ons
- Capture spoken dialogue with specialized equipment.
- Maintain professional, yet friendly, relationships with attorneys and court staff in order to bring in new clients and impress the ones we already have.
- Complete required CEUs in order to maintain certification.

equipment.

mark112324@icloud.com

305.610.8017

References available upon request

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Request for Taxaster Allow the allow franking and developed and

WORK **EXPERIENCE** CONTINUED

LINDSAY ARANGO

MIAMI BAPTIST CHURCH **Church Secretary** Aug. 2011 - Oct. 2012 Volunteered - Oct. 2012 - Feb. 2015

- Worked directly with church members.
- · Followed up on inquiries.
- · Assisted in organizing, planning, and
- running all church events.
- · Scheduled appointments for church
- staff and booked/priced business trips.
- Maintained the office

EXPERIENCE ALL WORLD TITLE, CORP.

Short Sale Processor/Office Assistant

Mar. 2010 - Aug. 2011

- Reviewed/Collected all necessary
 - documentation to process a short sale. · Negotiated with banks in order to get a
 - short sale approval. · Created PowerPoint presentations for
 - short sale seminars.
- · Worked directly with sellers and buyers.

LINDSAY

MIXSON

- approval expired.

TYLER RICH FAN CLUB PRESIDENT

- Run fan club
- Create/Design fan club newsletters
- · Stay up-to-date on artist appearances, voting opportunities, and
- announcements

U.S. ELGAL SURPORT

DISTRIBUTED BUILD DEPOSITING Di ini Court Legarter & Proofeeder

many has ensured a live totals, such a

References available upon request

305.610.8017

mark112324@icloud.com

- Organize contests and prizes Communicate and encourage fan
- community with sensitivity and firmness

• Maintained over 200 files.

• Wrote/Sent business letters.

· Kept employee files up-to-date and in compliance with state regulations.

• Designed/Created each Sunday

bulletin and school newsletter.

Inventoried/Ordered supplies

· Made sure closing occurred before

Wrote business letters.

Status Training

REFERIT AND | CARMONA

VOLUNTEER

EXPERIENCE

WORK

SILVIO AUGUSTIN MARTINEZ ALFONSO

786-346-6418

SAGUSTINTENNIS@LIVE.COM

An award-winning coaching professional providing over 43 years of experience in guiding, mentoring, and developing UMMARY athletes. Leveraging a high-achieving career in sports with a passion for mentoring junior athletes to build effective, yet sustainable training habits to support a healthy and athletic career. Miami, FL **Miami Springs Tennis Center XPERIENCE Resident Teaching Professional** February 2014 - Present Responsible for managing after-school and summer tennis programs for Match Point Tennis. Provided high-performing athletes with advanced skill-work drills, and high-level practice and strategy tactics. Coordinated a team of four coaches regarding lessons, clinics, and facility logistics. · Developed adult and junior athletes from beginner to advanced and high-performance athletes. Salvador Tennis Center at The Biltmore Coral Gables, FL January 2004 - January 2014 Lead Tennis Teaching Professional · Provided exceptional lessons to adult recreational athletes. Lead coach for high-performance competing juniors. · Coordinated scheduling with team of coaches. · Lead Provided excellent customer service to high-net-worth individuals. Miami, FL Self Employed January 2003 - December 2003 **Freelance Teaching Professional** Provided high quality one-on-one lessons to individuals and groups at various locations in the city. Built a network of individual clients, coaches, and facilities to provide effective service. *THER* Havana, Cuba **Cuban National Tennis Team VPERIENCE** 1984 - 1996**Head Coach** Travelled with the National Team to other countries competing in tournaments across Latin America. Trained and competed in various globally recognized events such as Davis Cup. · Recruited and developed talent from around the country. Havana, Cuba **Regional Academy of Cuba** 1981 - 1983**Head Coach** · Recruited talent to help the grassroots program within the country of Cuba. · Assisted in creating teaching program within the academy to create a standard of education for athletes. Developed players from beginner to high-level players. PTR Professional Tennis Coach Certificate ERTIFICATIONS **Exercise Plan Development** & SKILLS Athlete Nutritional Plan Development Experience Behavioral and Mental improvement training Motivational Leadership style Strong interpersonal communication skills Individual, Group, and Clinic Instruction Experience LANGUAGES: Spanish - Fluent; English - Conversational DUCATION Universidad de La Habana (Cuba) Bachelor of Science in Physical Education (Degree Accredited by University of Miami)



certifies that according to the guidelines and standards

Silvio Agustin Martinez

has completed all requirements and is PTR Certified as

Performance Specialization

This Certification is valid thru

August 31, 2024

Dan Santour

Dan Santorum, CEO

Lynne Rolley PTR Chair





Educational Evaluation Report

Name: Date: UM-ACE Rs#: Silvio Martinez Alfonso January 24, 2006 06012300886

Summary of Undergraduate Program

U.S. EQUIVALENCY:

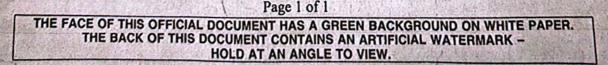
Bachelor of Science in Physical Education earned at a regionally accredited institution of higher education in the United States

| Country: | Cuba |
|---------------------------|---|
| Document Submitted to UM: | Original transcript and copy of diploma provided by applicant |
| Diploma: | Licencido en Cultura Fisica (Licentiate in Physical Culture) |
| Major or Specialization: | Physical Education |
| Date of Award: | October 20, 1981 |
| Awarded by: | Instituto Superior de Cultura Fisica Manuel Fajardo (Higher |
| | Institute of Physical Education Manuel Fajardo) a recognized |
| | accredited institution of higher education. |
| Admission Requirement: | High School Diploma |

EQUIVALENCY SUMMARY:

Based on the credential(s) submitted for evaluation, it is the opinion of the University of Miami Academic Credentials Evaluators that Silvio Martinez Alfonso has the following U.S. equivalency: ^o Bachelor of Science in Physical Education earned at a regionally accredited institution of higher

education in the United States



DD_623

THE INTERNATIONAL TENNIS FEDERATION **INTERNATIONAL COACHING PROGRAMME CERTIFICATE OF ATTENDANCE**

This Certifies that ______ SILVIO MARTINEZ ALFONSO

has participated in an official ITF Tennis Teacher's Workshop

Heldat La Habana - Cuba 28 de Abril

From 23 de Abril

19 90

Philippe Chatrier, President

International Tennis Federation Palliser Road **Barons** Court London W14 9EN

Tomas Rodriguez Sanchez

Miami, Florida 33172 +1 (786) 391-5192 | tomasholguin969@gmail.com

Address

9280 Fontainebleau Boulevard Apart 401Miami Florida 33172

Personal Information

- Date of Birth: 09/05/67
- Nationality: American/Cuban

Marital Status

Married

Summary

Experienced Coach focused on setting attainable goals for athletes of all abilities. Enthusiastic and patient Tennis Coach offering one-on-one assistance for kids requiring additional support. Careful provider of guidance to turn budding athletes into lifelong champions. Goal-oriented, commended for providing personalized attention and professional fitness instruction to athletes. Seasoned in preparing athletes for competitions. Recognized for boosting morale and self-confidence to inculcate spirit of teamwork. With 30 years of comprehensive experience promoting physical and psychological benefits for athletes and encouraging sport participation. Well-versed in developing successful coaching plans and monitoring and evaluating progress of athletes. Encouraging and motivational professional committed to improving team performance.

Skills

- Spanish speaker
- English entry level
- Driver's license
- Team Development
- Program Leadership
- Performance Evaluation
- Group Facilitation
- Staff Development
- Strength Coaching
- Operations Management
- Safety Oversight
- Agenda Planning
- Equipment Management
- Team Training
- Student Monitoring
- Event Scheduling
- Talent Recruitment

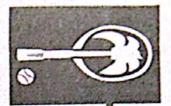
- Recruitment
- Schedule Oversight
- Building Relationships
- Physically Fit
- Group Leadership
- Player Evaluations
- Motivational Techniques
- Energetic Personality
- Refereeing and Coaching
- Tournament Procedures
- Team Motivation
- Interpersonal Relationships
- Athlete Development
- Fitness Assessments
- Play Drills
- Sports Fundamentals

| - | | |
|-----|------|------|
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| LAP | CIT | LILL |

| Miami, Florida Coach at Match Point Tennis Miami Spring |
|---|
| Coordinated logistics such as scheduling transportation for away games or tournaments. |
| Conducted pre-season meetings with players in order to discuss expectations for the season. |
| Adhered to equipment and apparel standards to promote safety and fair play and made new equipment orders when appropriate. |
| Attended games to gauge player talent and create new gameplay strategies. |
| Miami City Shenanoloha Park — Miami, Florida Tennia Preserem Directors |
| Organizing the after-school program |
| Organizing the arter school program Provided leadership in developing innovative approaches to meet program goals. |
| Facilitated staff meetings and educational work sessions to strengthen staff competencies. |
| Developed strategic plans to ensure successful program operations. |
| Miami, Florida |
| Coach at Tennis Cliff Drysdale |
| Provided guidance to participants in order to help them develop their skills and achieve desired goals. |
| Communicated effectively with parents, administrators, officials, media |
| personnel and other coaches regarding team activities or concerns. |
| Developed practice plans tailored to individual needs as well as team |
| development requirements. |
| Santa Cruz, Bolivia |
| Tennis Club Santa Cruz, Bolivia General director |
| Managed communication between departments ensuring a cohesive approach across the organization. |
| Oversaw budgeting activities to ensure cost-effectiveness in all areas of operations. |
| Developed and implemented sports programs for youth athletes. Coordinated with coaches to ensure all safety protocols were followed. |
| Head Coach of the clubs junior teams |
| • Coached junior teams and coached Maria Fernanda Alvarez, awarded for her development and preparations as a player prior to her joining the world circuit (WTA) and entering the top 200 player in the world |
| Tenis Club Santa Cruz Bolivia — Santa Cruz, Bolivia |
| Head Coach Organizing training programs since 1995 to 2014, coaching junior teams in diverse state, national, and international tournaments such as COSAT Circuit |
| |

| 01/1993 - 01/1994 | national tennis federation Cuba National Team Coach Participating in national and international tournaments like Junior ITF in Central America (COTEC) and COSAT Circuit in South America | |
|-------------------|---|--|
| Education and | Training | |
| 05/1989 | Instituto Superior De Cultura Fisica Cuba Bachelor of Science: Sports Studies | |
| Ptr Workshop | | |
| | PTR 11 to 17 Level 1 wo | rkshop, Pembroke 2017 |
| Itf Level | | |
| | Level 2 and 3 ITF Tennis | sassociation |
| Coaches Semina | ars | |
| | Participant of diverse co | oaches seminars in Cuba and South America |
| Athlete Experie | nce | |
| | Cuba's MVP player in 1 Cuba's national tennis r | 987, Cuba's MVP junior player in 1984 and 1986, Part of oster, participating in diverse international competitions ntributing to Cuba's classification to the world team in |
| Languages | | |
| | English: | Spanish: |
| | Limited | Native/ Bilingual |
| Activities and H | Ionors | |
| | · PTR 11 to 17 Level 1 w | orkshop, Pembroke 2017 |
| | · Level 2 and 3 ITF Tenn | |
| | Participant of diveres of the second se | oaches seminars in Cuba and South America |
| Accomplishme | nts | |
| | comCopations such as C world team in 1987. • Head coach of maria Fo | tennis roster, participating in diverse international Copa Davis. Contributing to Cuba's classification to the ernanda Alvarez, awarded for her development and prior to her joining the world circuit (WTA) and entering world. |
| references | | |
| | Mani Fabian: Ex- Manar • (305) 213-6488 | nger Match Point Miami Spring |
| | (000) =10 0100 | |
| | Noel Cubela: Mananger • 305-720-0971 | City Miami Brian Park |

(803) 261-5746
Miguel Tobon
(954) 599-0964



Olub de Terris Santa Oruz

Preparación Física aplicada al tenis Jornadas de Capacitación sobre

Certificamos que el profesor

TOMAS RODRIGUEZ

Ha asistido a las Jornadas de capacitación sobre Preparación Física Aplicada al tenis realizado el 20 y 21 de Enero de 2006

Santa Cruz, Enero de 2006

Dr. Fernando Haderspock E Presidente CTSC A. (v

Prof. Horacio Anselmi

Disertante

THE INTERNATIONAL TENNIS FEDERATION

INTERNATIONAL COACHES' WORKSHOPS

CERTIFICATE OF ATTENDANCE

This certifies that TOMAS RODRIGUEZ

has participated in an official ITF Coaches' Workshop

CURSO DE MINI TENIS Y ALTO RENDIMIENTO

Held in LA HAVANA CUBA

Date 2 al 6 de JUNIO DE 1994

International Tennis Federation Palliser Road Barons Court London W14 9EN

ive .

ITF EXPERT

Juan Telin

BRIAN TOBIN



MINISTERIO DE EDUCACIÓN SUPERIOR TI Rector del Instituto Superior de Cultura Fisica Manuel Faiardo

REPUBLICA DE CUBA

en uso de las facultades que le están conferidas y a propuesta del Decano de la Facultad, expide el presente Diploma de

LICENCIADO EN CULTURA FISICA

a favor de JUAN TOMAS RODRIGUEZ SANCHEZ

en atención a que el mismo ha cumplido los requisitos establecidos para los estudios de la especialidad y ha realizado los ejercicios correspondientes para la culminación de los mismos, el día dieciocho del mes de julio de mil novecientos noventa

On testimonio de locual, se suscribe en la Ciudad de La Habana, a los dieciocho dias del mes de julio de mil novecientos noventa

Jecuary al fueros

autoria a

numer 801

Registrade al folio 512 Registrade al folio 101

niemeno 5609 del libro consegundiente a la Enetaria de este Contro de Educación Successo

del libro correspondiente a la comiliad de C. HABANA

FEDERACIÓN INTERNACIONAL DE TENIS

CURSO INTERNACIONAL PARA ENTRENADORES

CERTIFICADO DE ASISTENCIA

TOMÁS RODRIGUES

Ha participado en un Curso de la ITF para Entrenadores

Celebrado en: ______Santa Cruz - Bolivia

25 de Septiembre al 05 de Octubre 2001

Fecha:

Federación Internacional de Tenis (ITF) Bank Lane Rochampton

W.J.

ifest.

London SW15 5XZ

PRESIDENTE DE LA ITF

ROFESOR DE LA ITF



Gabriel Sanchez

Match Point Office Assistant Manager

EXPERIENCE

MatchPoint Enterprises, Miami Springs— Office Asst. Manager

October2023 - PRESENT

Maintain the office, Help out important events, Keep Training and Academy sessions in order, Maintain Tennis Courts

Publix, Hialeah — Stock Clerk

June 2021 - Present Stock Asiles with merchandise, provide customer service

EDUCATION

Miami Dade Community College, Miami — Associates January 2022 - present

Studying to become a Physical therapist assistant

PROJECTS

Tennis Court Coordination— Maintain both the courts and the office in great conditions for both players and trainers.

11620 sw 58 ter 305-770-8788 gabsanchez16234@gmail.com

SKILLS

Organization

Team leadership

Always available to help out head of our center

AWARDS Stock Clerk Specialist Asst. Office Manager

LANGUAGES

English, Spanish

ANDREW J. LAZARA, CTRS

650 Hunting Lodge Drive, Miami Springs, Florida, 33166 | (786) 427-3153 | ajlazara5@gmail.com | https://www.linkedin.com/in/andrew-l-7a6714137/

EDUCATION

Bachelor of Science of Rehabilitation and Recreation

Florida International University, Miami, FL

- Area of Concentration: Rehabilitation
- GPA: 3.75
- Honors: Dean's List, Fall 2021 Fall 2022, Honors College Graduate, Magna Cum Laude graduate

EXPERIENCE

Recreational Therapist Intern (Full time)

Miami VA, Sunrise, FL

- HUD-VASH Program: assisting former homeless Veterans reintegrate to their communities. •
- Providing therapeutic interventions to Veterans living in Section 8 housing, leading to a healthy leisure lifestyle and developing healthy habits.
- · Facilitating group therapy and one on one interventions.
- Bridging the gap to community resources. ٠
- Gained experience in areas such as assessments, planning, facilitating, documenting, and program evaluation. .

Recreational Therapist Intern (Full time)

Miami VA, Miami, FL

- Community Living Center: providing culture change in a nursing home like environment.
- Facilitating group sessions to assist/improve the resident cognitive and physical abilities.
- · Creating a home like environment and providing routines for the residents by facilitating normalizing activities such as cooking classes, gardening, etc.
- Gained experience in areas such as assessments, planning, facilitating, documenting, and program evaluation. •

Therapist Intern (Full time)

Advanced Physical Medicine of Miami, Miami, Florida

- Set up equipment and supervised the patients as they completed their physical treatment sessions. .
- Shadow outpatient therapists providing rehabilitative treatment to clients, observed completion of treatment plans.
- Further expanded my knowledge of rehabilitation including personal therapeutic exercises. •

Volunteer with the Recreational Therapy Environment

Miami VA, Miami, FL

- Community Living Center: providing culture change in a nursing home like environment
- Assist Recreational Therapists in escorting residents and prep for group sessions
- · Broward HUD-VASH: assist Recreational Therapist in providing one on one face to face therapeutic interventions and provide normalization, supportive feedback, encouragement, and validation

Swim Buddies Volunteer

YMCA, Weston, Florida; YMCA, Hollywood, FL

- · Instruct individuals with disabilities the basics of swimming.
- Teach said individuals about pool safety (entering/exiting pool, staying near Swim Buddy...) .

Tennis Coach (Part time)

Miami Springs, FL

- · Assist tennis players in improving their all-around tennis game (improve consistency, match play, mental strength...)
- Work on student's footwork and endurance to outlast their opponent in the tennis court.

Mar 2023 - Apr 2023

Aug 2023-Present

Jul 2023 - Aug 2023

Mar 2023 - Present

Aug 2021- Aug 2023

May 2023-Aug 2023

Jan 2023 - Feb 2023

Promote proper hydration and healthy recovery techniques.

Tennis Coach (Part time)

Pay Cargo, Miami, FL

- · Provide tennis instruction to individuals of all ages and skill levels
- Emphasize that the students have fun learning tennis .

Tennis Coach (Part time)

Miami Tennis Lessons, Miami, Florida

- Instruct individuals with the fundamentals of tennis
- · Provide in depth analysis of technique through the utilization of video analysis
- Develop/use personalized lesson plans to focus on specific parts of players' games •

Racket Stringer (Part time)

Miami Springs Tennis and Racquetball Center, Miami Springs, FL

Interwove strings through tennis and racquetball rackets to refurbish them for use by the tennis and racquetball players in the facility.

Summer Camp Coach (Part time)

Miami Springs Tennis and Racquetball Center, Miami Springs, FL

- Managed and coached tennis lessons to approximately 25+ children to home in on participation, teamwork, and • building their tennis skills.
- Emphasized the importance of proper hydration and a healthy lifestyle for activities and sports games. •

Media Specialist Assistant (Volunteer)

Miami Springs Elementary School, Miami Springs, FL

- Assisted students in searching for and checking out books of interest. •
- · Maintained order and organization of school media center
- · Ran errands for Media Specialist whenever needed.

AWARDS/CERTIFICATION

| Oct 2023 – Present |
|-----------------------------|
| Jan 2022 - May2023 |
| Nov 2018 |
| Oct 2018 |
| ne 2018, Jan 2023 - Present |
| April 2018 |
| May 2017 |
| Feb 2017 |
| May 2016 |
| |

RESEARCH EXPERIENCE

Participant

Miami-Dade Science Technology Engineering Arts and Mathematics Expo, Miami, FL

- Researched with a partner and mentor using the Volhard Titration method to find the difference in the concentration of carbonate in TUMS® compared to other generic antacid tablets
- Discovered that generic tablets contain more carbonate than the TUMS®, meaning that these generic tablets are more . efficient in mending an upset stomach or relieving heartburn

SKILLS

- Technical/Computer: Adobe Photoshop (Beginner), Microsoft Office (Proficient) .
- Languages: English (Fluent), Spanish (Beginner), Tagalog (Learning/Beginner)

REFERENCES:

Maria Castro, CTRS:

Aug 2023 - Present

Jan 2024 - Present

Feb 2020 - June 2020

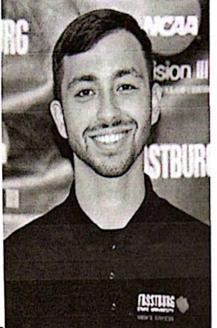
Jun 2017 - Aug 2018 (Summers)

Aug 2016 - Jun 2017

Nov 2017- Feb 2018

- o (305) 370-5965
- o Maria.Castro25@va.gov
- Elizabeth Campos, MS, CTRS:
 - (786) 599-0492 0

- o <u>Elizabeth.Campos@va.gov</u> Vern Skidmore, MS, CTRS:
- (786) 815-1669 0
 - Vern.Skidmore@va.gov 0



Christian Deynes

Physical Education Teacher & Cooce

Pickleball Instructor

Former College Athlete

133 NE Second Ave

← CD Updated Resume

cogoais/@gmail.com

786-299-4482

EDUCATION

Frostburg State University, Frostburg, MD - Bachelor of Science in Health and Physical Education

August 2017 - Graduation: December 2020

Played for Frostburg State University's National College Athletic Association (NCAA Division II) Men's Soccer team in my Junior and Senior years.

- Extended the opportunity to join the men's soccer coaching staff as an assistant. . FSU.
- Joined the NCAA Division II Men's Tennis team in the Spring of 2019 and played my 5th year at Took Health and Physical Education course requirements such as:
 - Tactical Games I; Tactical Games II; Teaching Fitness; Inclusion Strategies in Health Education; Assessment in Health and Physical Education; Applied Biomechanics; Applied
- Developed relationships with my Health and PE professors & fostered strong connections among the soccer and tennis coaching staff at FSU

U.S. Soccer Grassroots Coaching License, Online and In-Person

June 2019

- Awarded certification in 11v11, 9v9, 7v7, 5v5, and 4v4
 - Seeking D license when courses are offered again

Frederick Community College, Frederick, MD - Associate of Arts in General Studies

August 2015 - May 2017

- Played for Frederick Community College's National Juco Athletic Association (NJCAA) Men's soccer team during my freshman and sophomore year.
- Offered the opportunity to join the men's soccer coaching staff as an assistant.

CD Updated Resume

• Took a variety of general education courses such as: Fundamentals of Coaching; Psychology; Nutrition and Fitness; Physical Science, etc.

Spencerville Adventist Academy, Silver Spring, MD - High School Diploma

August 2011 - May 2015

- Played varsity soccer Freshman to Senior year.
 - o Team captain, Senior year.
- Played varsity basketball Freshman to Senior year.
 Team captain, Senior year.
- Played varsity men's volleyball under Coach Richie Silie senior year.
- Performed in the concert band freshman to Senior year as a trumpet player.
- Performed in the jazz band sophomore to Senior year as a piano player.
- Performed as part of the brass ensemble Senior year as a trumpet player.
- Sang the role of baritone in choir Freshman year.
- Lead protagonist role of the Drama Program Senior year.

Beltsville SDA School, Beltsville, MD - Middle School Diploma

August 2001 - May 2011

EXPERIENCE

KLA Academy, Miami, FL - Physical Education Teacher & Coach

August 2022 - Present

- Responsible for conducting well thought out PE lessons for students in a wide age range of 3 year olds 12 year olds (Preschool Elementary)
- Have developed great relationships with faculty, staff, and students
- As a second year teacher I am currently leading instruction and excelling with in class management
- Demonstrates attributes of assertiveness when needed with students while still engaging in a
 professional manner.
- Demonstrates high levels of patience, wisdom, and energy

Pickleball Instructor, Miami, FL

August 2021 - Present

- Currently a 4.8 DUPR rated pickleball player
- Responsible for conducting well thought out pickleball lessons for players/clients of all different skill levels

• Very interactive and positive. It is very rewarding for me personally to see the improvement of a client through repetition but through high levels of praise.

- Demonstrates lots of patience, energy and motivation.
- Very vocal and corrective in a constructive way.
- Have established good relationships with many clients along the way.

Have taught in the following locations: Miami Beach Golf Club, Bryan Park, Calusa Park, Miami Springs, Salvadore Park, & other private locations

Juventus Soccer Academy, Miami, FL - Youth Club Soccer Coach

January 2022 - June 2022

- Began the evaluation process in November 2021 to be a part of one of the most prestigious clubs and coaching personnel in the nation for USA youth soccer.
- Responsible for conducting well thought hourly practice sessions.

Have had the pleasure to voluntarily assist competitive coaches in their high-leveled practice sessions.

Soccer 5 USA Tropical Park, Miami, FL - Youth Club Soccer Coach

February 2021 - September 2021

- Conducted organized training sessions to develop youth soccer skills and abilities.
- Maintained good relationships with parents, coaches, and players.
- Worked with children as young as 4 years old up to 13 years old.
- Competed in league play against other well known clubs in the Miami-Dade area.

Mountain Ridge High School, Frostburg, MD – Health & PE student teacher intern

March 2020

• Taught multi-grade high school Health and PE courses that included Freshman, Sophomores and Seniors. (in-person internship interrupted due to COVID-19)

Frankfort Middle School, Ridgeley, WV - Health & PE student teacher intern

August 2020 - October 2020

- Taught a full 7 period daily schedule of Physical Education & Health to grades 5th-8th,
- Responsible for organizing student activities and procedures
- Works at developing students at different skill levels.

- Used technology for interactive and engaging Health classes
- Promoted critical thinking through questioning and discussion techniques.
- Provided informal and formal assessments to gauge student learning.

John Humbird Elementary School, Cumberland, MD – PE student teacher intern

October 2020 - December 2020

- Taught both virtually and in-person for grades Pre-K to 5th.
- Used synchronous virtual instruction to engage students in physical activity

Flintstone Elementary School, Flintstone, MD – PE student teacher intern

October 2020 - December 2020

• Developed lesson plans for virtual instruction to Pre-K through 5th grade

Beltsville SDA summer sports camp, Beltsville, MD - Assistant Coach/Counselor

June 2019 - August 2019

- Worked full time with students ages 8-14 over the summer at a sports camp
 - o Coached 11-14-year old's develop skills in soccer; basketball, and other sports
 - Manage and set up for various sports and activities at different age levels.
 - Developed a program to analyze the fundamentals through video clips

Crossover Hoops Inc., Silver Spring MD - Basketball Tournament Operations Manager

June 2018 - Present

- Managed the clock and timing.
- Official Game Scorekeeper: Worked directly with the Referee(s) in maintaining score
- Responsible for in-game Announcements:
- Assisted with Facilities and Equipment:
- Responsible for administering the admissions table:
 - Managed front door and collected admissions

International Soccer Travel Experience in Spain, Europe - Assistant Soccer Coach

July 2018 - July 2018

- Coached against professional soccer team academies.
- Assisted in coaching my former travel team, El Salvador Soccer Academy (ESSA), for ages 13 and 14.
- Networked and built contacts with European coaching staff

Mt. Aetna SDA Summer Camp and Retreat Center, Hagerstown,

MD - Male counselor, soccer director, assistant basketball director, worship music crew piano player, praise team vocalist

June 2017 - August 2017

- Directed daily functions for summer camp dedicated to creating engaging recreational opportunities for the children ages 7 to 16
- Directed the soccer and basketball courses offered at the camp.
- Part of the praise team as the piano/keyboard player.

LANGUAGES

Bilingual:

 English (primary); Spanish (secondary -- took the Spanish CLEP test and received 12 college credits {2017}).

AWARDS

Frostburg State University:

- Men's Tennis Most Improved Player (2019)
- Men's Tennis Most Valuable Player Nominee (2019)

Frederick Community College:

Maryland Juco Regular Season Co-Champion & Playoff Finalist (2016)

Spencerville Adventist Academy:

- Sportsmanship Award during senior commencement service (2015)
- Louis Armstrong Jazz Band Award (2015)
- High School Volleyball League Finalist (2015)
- MISAL Men's Basketball Champion (2014)

Maryland Independent Schools Athletic League (MISAL) Men's Soccer Most Valuable Player of the Year (2013)

 MISAL Men's Soccer Golden Boot (highest goal scorer of the season) & Men's Soccer Regular Season Champion (2013)

Beltsville SDA School:

Shenandoah Valley Academy (SVA) Tournament Basketball Champion (2010)

Other:

Metropolitan Area Adventist Basketball Association (MAABA) Playoff Champion (2013)

SKILLS

 Ability to establish and maintain effective and meaningful working relationships with students, parents, colleagues, management, etc.

- Eagerness to learn and extremely motivated and passionate about my career.
- Great analyst and tactician of soccer, basketball, and tennis—known to have a superior game IQ.
- Great with kids and young adults
- Extrovert
- Enjoys socializing with people
- Strong driven leader
- Praise and worship service piano/keyboard player and vocalist
- Multi-athlete:

 Soccer (Collegiate, Travel Team, High School, Middle School, Intramurals); Futsal/Indoor Soccer (Collegiate, Adult League, Travel Team)

 Basketball (Adult League, Travel {Amateur Athletic Union [AAU]}, High School, Middle School, Intramurals)

- Tennis (Collegiate #3 Singles and #2 Doubles experience); Table Tennis (Intramurals)
- Volleyball (Adult 4v4 Beach League, High School 6v6, Intramurals 2v2 & 4v4)
- Pickleball (Tournament Champion, Adult League Singles & Doubles, Intramurals)
- Baseball (High School Summer League, Little League)
- Lacrosse (Tactical Games I Course)
- Bocci (Tactical Games II Course)
- Ultimate Frisbee (Tactical Games I Course)

Mark Zhurbin Bio

Mark Zhurbin is passionate about helping kids of all ages (3-18) discover the joy of movement and build strong foundations for lifelong health.

Through Get Moving! Kids Fitness, Mark combines 10 years of experience in biomechanics and functional mobility to create engaging, effective obstacle course programs and pickleball training. GMKF offers both individual and group solutions.

His mission? To equip kids (& adults) with the tools and confidence to build healthy habits for a lifetime of active living.

Mark Zhurbin Owner, Get Moving! Kids Fitness (347) 398-3655 Mark@getmovingkids.com

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|----------------|----------------|-------------------------------|---|
| 0 | | | 100 Constantine (1997) |
| Guayaquil, ECU | (864) 518-5171 | @ edmundotorresv@gmail.com | ہے۔ /linkedin.com/in/edmundo.torres |

SUMMARY

Global account manager and business development leader with a proven record of revenue growth and market expansion through nationwide contract acquisition, sales target achievement, go-to-market strategy and execution, key stakeholders' management, and partnerships with C-suite executives. An inclusive leader with strong skills in innovation, planning and executing strategic goals, sales, trade marketing, budget, profit and loss management, B2B and B2C portfolios management, while implementing digital strategies and corporate governance structure with the gravitas to interact with senior management and key stakeholders.

AREAS OF EXPERTISE

- Business Development
- Retail Marketing and Development
- Strategic Vision, Planning, and Innovation
- Customer Relationship Management
- Excel, Tableau, SQL, Agile, and Salesforce
- Program and Project Management
- Sales and Negotiation
- Workforce Strategy and Solutions
- Product Activation
- People Leadership
- Forecasting and Pipeline Management
- Vendor and Account Management
- Go-To-Market Strategy
- Brand Management
- Lean Performance Improvement
- Market Research
- Social Media and Analytics
- Critical Thinking

EDUCATION

- MBA in Leadership Southwest Minnesota State University | Marshall, MN (Spring 2018 Fall 2019)
- BS in Marketing North Greenville University | Greenville, SC (Fall 2014 Fall 2017)
 - Awarded a tennis scholarship under the NCAA.
 - Dean's list 2016 and 2017.

PROFESSIONAL EXPERIENCE

BUSINESS DEVELOPMENT MANAGER

CASA DANIELA | MIAMI, FL

Secured contracts with 4 new nationwide retail stores, resulting in a 10% increase in market penetration and revenue growth and surpassed sales quotas by implementing effective sales strategies using HubSpot, resulting in a 20% increase in overall sales. Oversaw and managed 3 contractors and a marketing budget of \$200,000 and reinvested.

- Launched +15 new products for national and international E-commerce sales and executed data-driven strategies to enhance the performance of SEO and SEM; led and completed all including CPC, CPA and CPM metrics as required.
- Executed client development strategy and engagement to ensure the business is set up for success in sales strategy, customer acquisition, and retention through consumer insights and purchasing/ buying analysis while leveraging technology, operations, and marketing strategy to implement the launch of new stores.
- Sold components of the Retail Media Account Manager program to assigned partners/vendors according to team sales goals; led contracting and re-contracting process including facilitating resolution of contractual issues.
- Identified and contacted prospective partners, built relationships to generate additional revenue and repeat business.
- Planned recommendations based on program performance through financial analysis and solutions to client.
- Partnered with cross-functional leaders in sales, operations, marketing, and the go-to-market team to build the strategic vision of the organization for new business opportunities and program enhancements for revenue growth and retention.

2022 - CURRENT

Page 01 | 02

KEY ACCOUNT MANAGER

SZYMANSKI TENNIS ACADEMY | MIAMI, FL

Sold +\$50k in membership renewals by building customer relationships and satisfaction, obtained 10% ROI on new memberships by investing \$10k in promotional events. Led retail annual sales strategy and go-to-market campaigns prioritizing on-property boutiques and wholesale partners to grow revenue, and managed all sales accounts, invoicing, and reporting metrics.

• edmulinoronesa@yman.com

- Collaborated with category management teams to coordinate opportunities for new business and expanded business
 with existing partners; accelerated reservations operation by implementing Google Docs to booking and CRM processes.
- Executed and improved strategic goals of the organization; provided timely feedback to Senior Leadership on new go-tomarket strategies and operational improvements.
- Built new partnerships with channel partners, including Salesforce, system integrators, affiliates, referral partners, reseller partners, and technology partners for improvements in efficiency of processes.

GRADUATE ASSISTANT BUSINESS DEVELOPMENT

SOUTHWEST MINNESSOTA STATE UNIVERSITY | MARSHALL, MN

Developed and implemented a consulting practice that drove operational efficiencies in the revenue organization and reviewed existing vendor contracts and explored new vendors to develop a comprehensive vendor management strategy.

- Oversaw a budget of 30,000, managed 10 people and grew fundraising donations by 50%.
- Aided research leveraging all available tools and data sources to understand brand, culture and KPIs.
- Expanded the scope of engagements at all accounts to incorporate new verticals and new projects.

CUSTOMER SATISFACTION ANALYST – INTERNSHIP

BOLIVARIANO BANK | GUAYAQUIL, ECUADOR

Implemented Agile methodology to develop an automated email system and translated qualitative data into actionable quantitative insights, expediting financial services. Designed Net Promoter Score (NPS)-focused email campaigns to measure customer satisfaction in ATMs nationwide and initiated process improvements and drove change management across the bank.

- Collaborated closely with cross-functional stakeholders across marketing, sales operations, enablement and product with
 a deep understanding and knowledge of partnership ecosystem, both with new and existing partners.
- Established a long-term strategy and vision for the organization assisting in negotiations and partner strategy.
- Helped solve complex problems across various disciplines supporting the sales and success teams in strategic initiatives.

LEAD BUSINESS DEVELOPMENT

TWIN CITY TENNIS CAMP | MINNEAPOLIS, MN

Led a team of Program Managers and Specialists to help strategize, execute strategies, and projects. Established a working cadence with clients, business partners, and team to uncover new opportunities that result in revenue-generating engagements.

- Built trusted relationships across the organization with an ability to influence and deliver consistent results.
- Managed 5 account representatives, mentored, and coached the team in all aspects of sales and strategic partnerships.
- Developed a strategy to establish mutually beneficial, long-term relationships while increasing revenue by 10%.

JUNIOR ACCOUNT MANAGER

E TORRES ADVERTISING | GUAYAQUIL, ECUADOR

Attained +30% ROI and exceeded KPIs in marketing campaigns by scheduling +10 weekly meetings with prospects by using Rocket Reach and cold calling. Published 42 commercials and communication strategies directly negotiating prices with media's C-Suite.

- Optimized brands' sales and awareness by assisting allocating +\$500k in nationwide media outlets; with the ability to
 execute B2L plans that led to consistent portfolio growth and a healthy pipeline.
- Worked independently and collaboratively to achieve revenue targets while attaining excellent client satisfaction scores.
- Proven success in prospecting, running virtual sales calls, and leading sales pursuits backed by a multidisciplinary team.

LANGUAGES

English • Spanish • Portuguese

EDMUNDO A. TORRES

SUMMMER 2019

SUMMERS 2016-2018

2013-2016

Inkedin.com/in/edmundo.torres/

2020-2022

CITY OF MIAMI SPRINGS

PROJECT IMPLEMENTATION STRATEGY

PROGRAMMING:

- · All-inclusive tennis and pickleball lessons, clinics, and camps for every skill level
- Youth programming for recreational and competitive players, to include the high school players who participate in local and surrounding Miami-Dade County teams
- Court usage and coaching for the City of Miami Springs High School and AIE Charter schools tennis teams, which MTP is currently coaching and facilitating the practice schedule and match play for
- Scholarship packages will be offered to a select group of junior athletes under the age of 18, which encompass an annual membership to our racquet sports facilities, coupled with preferential pricing for enrollment in our esteemed tennis academy
- Adult clinics and camps, including for senior community
- · In-house tournaments and leagues for all ages and skill levels
- Scholarship opportunities for junior players
- Court Reserve Point of Sale to be provided
- Court Reserve reservation system to be used

A. Schedule

| Monday: | 7:30am - 9:30pm |
|-----------------|------------------|
| Tuesday: | 7:30am - 9:30pm |
| Wednesday: | 7:30am - 9:30pm |
| Thursday: | 7:30am - 9:30pm |
| Friday: | 7:30am - 9:30pm |
| Saturday: | 7:30am - 8:00pm |
| Sunday: | 7:30am - Sundown |
| | |

Holidays: 7:30am - Sundown

• From 4:00pm - 7:00pm proposer will occupy 3 tennis courts and 1 pickleball court, while leaving 1 tennis court and 3 pickleball courts open for patrons to reserve

B. Sponsorships

MTP is empowered to strategically engage tournament and league sponsors in alignment with our overarching objectives. At the discretion of MTP, an open invitation will be extended to all local businesses, recognizing the mutual benefits inherent in our revenue-sharing agreement with CMS and the participating companies. Increased sponsorship not only augments financial returns but also enhances the overall patron experience and amplifies marketing opportunities for the

7 of 12

S. Malen Shid

sponsoring entities. To ensure fairness and inclusivity, we will disseminate a transparent call for sponsors across our diverse social media platforms.

FACILITY MAINTENANCE:

- Daily maintenance of courts and pro shop, including, but not limited to: janitorial services, blowing leaves, and equipment and supply maintenance and replacements
- · Pro shop services, including racquet restringing and equipment sales
- Provision of amenities and snacks at affordable prices
- · Opening and closing of the facility
- On-site staff member 7:30am to 9:30pm
- MTP will undertake thorough research and pursue grant opportunities offered by reputable organizations such as the USPTA and USTA, aimed at enhancing the facility's infrastructure. Specifically, we will address significant challenges like the rapid formation of cracks due to underlying water table issues following court resurfacing projects. Furthermore, we intend to engage in constructive discussions with the city manager, mayor, and council to explore potential enhancements. Collaborating with CMS, we aim to forge strategic partnerships to effectively address and resolve these issues.

COMMUNITY ENGAGEMENT:

- Free court usage during specified hours
- Hosting of community events and clinics
- · Collaboration with local schools and organizations
- 2 free tennis clinics and 2 free pickleball clinics will be offered annually

OPERATIONAL DETAILS:

- · Compliance with CMS regulations and rules
- An ongoing commitment to an annual engagement with the City Council, offering comprehensive updates on facility operations, activities, and programs. Our pledge includes a transparent dialogue concerning potential avenues for growth and enhancements aimed at optimizing community service
- · Proactive communication and problem-solving
- Staff training and USPTA/PTR continuing education
- · MTP will hold and maintain liability insurance to cover all patrons and staff

FEE PROPOSAL AND FINANCIAL AGREEMENTS:

- MTP will retain all revenue from private lessons, clinics, and pro shop sales
- · Revenue-sharing agreements with CMS for the following programs:
 - 10% of net revenue from after-school programs and summer camps
 - 20% of net revenue from tournaments, leagues, memberships, court fees, and open play
- Competitive pricing for lessons, clinics, and memberships. (Proposed Fee Sheet Enclosed)
- Monthly and annual financial statements will be provided to CMS, along with calendar of events
- MTP agrees to make payment to CMS at the beginning of the following month, for the appropriate amount from the previous month. We understand and acknowledge there will be a \$250 late fee added for payments not made within 14 days, and a \$500 late fee added for payments not made within 30 days.

PLEASE NOTE: Separate fee schedule attached

PROPOSED FEES

DAYTIME COURT FEES (7:30am - Noon)

\$3.00 per hour - Monday to Friday (Residents)

\$4.00 per hour - Monday to Friday (Non-Residents)

* Noon - 4:00pm, Monday to Friday is Free of charge

* Seniors (60+ years) \$3 per hour at all times

NIGHT TIME (4:00pm - 9:30pm) AND WEEKEND COURT FEES

\$5.00 per hour - Monday to Friday (Residents) \$6.00 per hour - Monday to Friday (Non-Residents)

ANNUAL MEMBERSHIPS

Our membership package offers benefits tailored to enhance your experience at our facility. By becoming a member, you gain access to a range of exclusive perks designed to elevate your enjoyment and convenience. Key benefits include: Court Reserve Account, Unlimited play with advanced booking, Pro shop discount, and personalized service. In addition, we will grandfather in the senior community at the current rates.

| Racquet Sports | Racquetball ONLY |
|-----------------------|--|
| \$105 | \$75 |
| \$190 | \$75 |
| \$380 | \$150 |
| \$75 | \$75 |
| Racquet Sports | Racquetball ONLY |
| \$125 | \$75 |
| \$275 | \$125 |
| | \$250 |
| | \$75 |
| | \$105 \$190 \$380 \$75 Racquet Sports |

HOURLY PRIVATE LESSONS

| Academy Students: | \$65 (up to 2 people) with tennis pro staff \$75 (up to 2 people) with tennis director |
|-------------------|--|
| Residents: | \$70 (up to 2 people) with tennis pro staff \$80 (up to 2 people) with tennis director |
| Non-Residents: | \$75 (up to 2 people) with tennis pro staff \$100 (up to 2 people) with tennis director |

CLINICS

| Residents: | \$25 per hour |
|-------------------|---------------|
| Non-Residents: | \$30 per hour |

TENNIS ACADEMY

| Pee-Wee (5-8 years old) | \$140 per month or \$20 per day |
|--|---|
| Rookies (8+ years, Beginner to Intermediate) | \$180 per month or \$25 per day |
| Quickstart (8+ years, Advanced) | \$180 per month or \$25 per day |
| Developmental (11+ years, Int. To Advanced) | \$260 per month (3 days) (\$200 per month sibling discount) \$215 per month (2 days) or \$30 per day |
| High Performance/Comp. (12+ Advanced) | \$290 per month (3 days) (\$240 per month sibling discount) \$235 per month (2 days or \$35 per day |
| One-time registration fee: | \$50 |

TOURNAMENTS

Costs will vary by event

LEAGUES

Leagues will consist of 8 weeks: 7 weeks of competition and 1 week of finals for top scorers (4 to 5 seasons per year)

| Members: | \$90 per person |
|--------------|------------------|
| Non-Members: | \$120 per person |

OPEN PLAY SESSIONS

Our proposed open play sessions will be held weekly, coordinated and facilitated by our staff, spanning 3-4 days per week. During these sessions, participants will engage in dynamic play, rotating among fellow players to enjoy matches with a variety of opponents. This format not only encourages inclusivity by integrating newer players into the community but also fosters a vibrant and social atmosphere for all attendees

PLEASE NOTE: FREE play will be offered from open to closing on July 4th, Independence Day

| Members/Residents: | \$10 per person |
|----------------------------|-----------------|
| Non-Members/Non Residents: | \$15 per person |

SUMMER CAMP

Half Day Summer Tennis and Pickleball Camp (8 weeks - 9:00am - 12:00pm)

| Residents and Members: | \$180 per week or \$45 per day |
|-------------------------------|--------------------------------|
| Non-Residents: | \$225 per week or \$55 per day |

Full Day Summer and Pickleball Camp (8 Weeks - 9:00am - 3:00pm) *This will only be offered if there is enough interest

| Residents and Members: | \$250 per week or \$60 per day |
|-------------------------------|--------------------------------|
| Non-Residents: | \$325 per week or \$75 per day |

PRO SHOP SALES AND SERVICES

Rentals:

Pickleball Paddle Tennis Racquet Ball Machines \$4
\$4
\$25 per hour (Advanced notice required)

Merchandise for Sale:

DPI-Fit Shirts Tennis/Pickleball Overgrips Strings Wristbands Replacement Grips Tennis Balls Racquetball Balls Pickleball Balls Tennis racquets Pickleball paddles Snacks Beverages

Signature

120124 X c Date

SPECIAL CONSIDERATION:

In addition to our comprehensive management services, Miami Tennis Pro, Corp. is committed to enhancing the operational efficiency and player experience at the tennis center through the provision of cutting-edge technology and equipment. As part of our proposal, we will provide:

Court Reservation Software: Our state-of-the-art court reservation software will streamline the booking process, allowing users to easily schedule court time online or via mobile devices, thereby optimizing court utilization and enhancing customer convenience.

Tennis String Machine: Our high-end tennis string machine ensures precision stringing for optimal performance, catering to the needs of professional athletes and recreational players alike. This equipment will be available onsite for players to maintain their equipment at peak performance levels.

Tennis Ball Machine: The inclusion of a tennis ball machine offers players the opportunity to refine their skills and practice various shots with consistency and precision. This versatile training tool will be accessible to players of all skill levels, contributing to skill development and player satisfaction.

Pickleball Ball Machine: Recognizing the growing popularity of pickleball, we will also provide a pickleball ball machine to enhance the playing experience for enthusiasts of this fastpaced sport. This addition reflects our commitment to catering to diverse sporting interests and promoting inclusivity within the sports complex.

By offering these advanced amenities and equipment, Miami Tennis Pro, Corp. aims to elevate the sports complex into a premier destination for athletes and enthusiasts, fostering a dynamic and vibrant sporting community.

INSURANCE:

* Please see attached Certificates of Liability Insurance and additional insurances

CONCLUSION:

MTP is dedicated to delivering exceptional service and value to the Miami Springs community through the management and operation of the Tennis Center. We are committed to collaborating with CMS to ensure the success of this partnership and look forward to the opportunity to contribute to the vibrant sports culture of Miami Springs. MTP anticipates monthly staffing expenditures exceeding \$10,000, in addition to allocating resources for accountant bookkeeping services, statement provision, and reservation system maintenance, ensuring comprehensive fulfillment of operational requirements.

In reciprocal exchange for these services, MTP is committed to delivering value to CMS through revenue-sharing arrangements, complimentary court access and clinics for residents, and the daily management and upkeep of courts. Consequently, we seek the latitude to operate autonomously, maintain affordability for residents, and cultivate a prosperous business

Please find enclosed our proposal and supporting documents. We are available for further discussion or clarification as needed. Thank you for considering Miami Tennis Pro, Corp. for this opportunity.

Sincerely,

h

Bradley Mixson Director, Miami Tennis Pro, Corp.

FORM 3A CERTIFICATE OF AUTHORITY (if Corporation)

| Ten | nis Pro. | Corp. | |
|------------------|----------------------|---------------------------------|--|
| | a busines | s existing under the laws of | the State of Florida (the |
| "Entity") held o | | | 94, the following resolution was duly |
| passed and ado | pted: | | |
| | "RESOLVED, that, | Bradley Mis | rsonas |
| | Preside | a+ of the Entity, be an | d is hereby authorized to |
| | execute this Prop | osal dated February | 21_2024 on |
| | behalf of the Entit | ty and submit this Proposal to | o the City of Miami Springs, |
| | and this Entity and | d the execution of this Certif | icate of Authority, attested |
| | to by the Secretar | ry of the Corporation, and wi | th the Entity's Seal affixed, |
| | will be the official | act and deed of this Entity." | |
| I FURTHER CER | TIFY that said resol | lution is now in full force and | effect. |
| IN WIT | NESS WHEREOF, I | nave hereunto set my hand a | nd affixed the official seal of the Entity |
| | | February | |

Secretary: Print Name: Undsay Mixson

President: ey Mixson Print Name: Broo

(Seal)

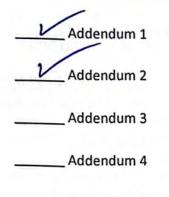
Form 3A RFQ Page 25 of 63

FORM 4 ACKNOWLEDGEMENT OF ADDENDA

I HEREBY ACKNOWLEDGE that I have received all of the following addenda and am informed of the contents thereof:

Addendum Numbers Received:

(Check the box next to each addendum received)



_____ Addendum 5

_____ Addendum 6

_____ Addendum 7

____ Addendum 8

____ Addendum 9

____ Addendum 10

Firm: <u>Miami Tennis Pro, Corp</u>. Authorized Signature: <u>Brochief</u> Date: <u>2120124</u> Print or Type Name: <u>Brockley Mixson</u> Title: <u>President</u>

Form 4 RFQ Page 27 of 63

FORM 5 SINGLE EXECUTION AFFIDAVITS

THIS FORM COMBINES SEVERAL AFFIDAVIT STATEMENTS TO BE SWORN TO BY THE RESPONDENT OR BIDDER AND NOTARIZED BELOW. IN THE EVENT THE RESPONDENT OR BIDDER CANNOT SWEAR TO ANY OF THESE AFFIDAVIT STATEMENTS, THE RESPONDENT OR BIDDER IS DEEMED TO BE NON-RESPONSIBLE AND IS NOT ELIGIBLE TO SUBMIT A PROPOSAL/BID.

THESE SINGLE EXECUTION AFFIDAVITS ARE STATEMENTS MADE ON BEHALF OF:

Miami Tennis Pro Corp. NAME OF PROPOSING OR BIDDING ENTITY

Bradley Mixson By: INDIVIDUAL'S NAME AND T

81-2884211 FEIN OF PROPOSING OR BIDDING ENTITY

Date:

Americans with Disabilities Act Compliance Affidavit

The above named firm, corporation or organization is in compliance with and agrees to continue to comply with, and assure that any subcontractor, or third party contractor under this project complies with all applicable requirements of the laws listed below including, but not limited to, those provisions pertaining to employment, provision of programs and services, transportation, communications, access to facilities, renovations, and new construction.

- The American with Disabilities Act of 1990 (ADA), Pub. L. 101-336, 104 Stat 327, 42 USC 1210112213 and 47 USC Sections 225 and 661 including Title I, Employment; Title II, Public Services; Title III, Public Accommodations and Services Operated by Private entities; Title IV, Telecommunications; and Title V, Miscellaneous Provisions.
- The Florida Americans with Disabilities Accessibility Implementation Act of 1993, Section 553.501-553.513, Florida Statutes:
- The Rehabilitation Act of 1973, 229 USC Section 794;
- The Federal Transit Act, as amended 49 USC Section 1612;
- The Fair Housing Act as amended 42 USC Section 3601-3631.

Respondent Initials

Public Entity Crimes Affidavit

I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or of the United States, including but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other states and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentations.

I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt,

Form 5 RFP Page 28 of 63

in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.

I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means:

- 1. A predecessor or successor of a person convicted of a public entity crime; or
- 2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, and partners, shareholders, employees, members, and agents who are active in management of an entity.

Based on information and belief, the statement, which I have marked below, is true in relations to the entity submitting this sworn statement.

(INDICATE WHICH STATEMENT APPLIES.)

Neither the entity submitting this sworn statement, nor any of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with ad convicted of a public entity crime subsequent to July 1, 1989.

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

□ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been a subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings and the final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted Consultant list (attach a copy of the final order).

I understand that the submission of this form to the contracting officer for the public entity identified in paragraph 1 above is for that public entity only and that this form is valid through December 31 of the

Form 5 RFP Page 29 of 63

calendar year in which it is filed. I also understand that I am required to inform the public entity prior to entering into a contract in excess of the threshold amount provided in Section 287.017, Florida Statutes for category two of any change in the information contained in this form.

Respondent Initials

No Conflict of Interest or Contingent Fee/Anti-Kickback/Code of Ethics Affidavit

Respondent warrants that neither it nor any principal, employee, agent, representative nor family member has paid, promised to pay, or will pay any fee or consideration that is contingent on the award or execution of a contract arising out of this solicitation. Respondent also warrants that neither it nor any principal, employee, agent, representative nor family member has procured or attempted to procure this contract in violation of any of the provisions of the Miami-Dade County conflict of interest or code of ethics ordinances. Further, Respondent acknowledges that any violation of this warranty will result in the termination of the contract and forfeiture of funds paid or to be paid to the Respondent should the Respondent be selected for the performance of this contract.

BNM **Respondent Initials**

Business Entity Affidavit

Respondent hereby recognizes and certifies that no elected official, board member, or employee of the City of Miami Springs (the "City") shall have a financial interest directly or indirectly in this transaction or any compensation to be paid under or through this transaction, and further, that no City employee, nor any elected or appointed officer (including City board members) of the City, nor any spouse, parent or child of such employee or elected or appointed officer of the City, may be a partner, officer, director or proprietor of Respondent or Consultant, and further, that no such City employee or elected or appointed officer, or the spouse, parent or child of any of them, alone or in combination, may have a material interest in the Consultant or Respondent. Material interest means direct or indirect ownership of more than 5% of the total assets or capital stock of the Respondent. Any exception to these above described restrictions must be expressly provided by applicable law or ordinance and be confirmed in writing by City. Further, Respondent recognizes that with respect to this transaction or bid, if any Respondent violates or is a party to a violation of the ethics ordinances or rules of the City, the provisions of Miami-Dade County Code Section 2-11.1, as applicable to City, or the provisions of Chapter 112, part III, Fla. Stat., the Code of Ethics for Public Officers and Employees, such Respondent may be disqualified from furnishing the goods or services for which the bid or proposal is submitted and may be further disqualified from submitting any future bids or proposals for goods or services to City.

Respondent Initials

Form 5 RFP Page 30 of 63

Non-Collusion/Anti-Collusion Affidavit

- Respondent/Bidder has personal knowledge of the matters set forth in its Proposal/Bid and is fully informed respecting the preparation and contents of the attached Proposal/Bid and all pertinent circumstances respecting the Proposal/Bid;
- 2. The Proposal/Bid is genuine and is not a collusive or sham Proposal/Bid; and
- 3. Neither the Respondent/Bidder nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including Affiant, has in any way colluded, conspired, connived, or agreed, directly or indirectly with any other Respondent/Bidder, firm, or person to submit a collusive or sham Proposal/Bid, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Respondent/Bidder, firm, or person to fix the price or prices in the attached Proposal/Bid or of any other Respondent/Bidder, or to fix any overhead, profit, or cost element of the Proposal/Bid price or the Proposal/Bid price of any other Respondent/Bidder, connivance or unlawful agreement any advantage against City of Miami Springs or any person interested in the proposed Contract.

Respondent Initials

Scrutinized Companies

- Respondent certifies that it and its subcontractors are not on the Scrutinized Companies that Boycott Israel List. Pursuant to Section 287.135, F.S., the City may immediately terminate the Agreement that may result from this RFP at its sole option if the Respondent or its subcontractors are found to have submitted a false certification; or if the Respondent, or its subcontractors are placed on the Scrutinized Companies that Boycott Israel List or is engaged in the boycott of Israel during the term of the Agreement.
- 2. If the Agreement that may result from this RFP is for more than one million dollars, the Respondent certifies that it and its subcontractors are also not on the Scrutinized Companies with Activities in Sudan, Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or engaged with business operations in Cuba or Syria as identified in Section 287.135, F.S. pursuant to Section 287.135, F.S., the City may immediately terminate the Agreement that may result from this RFP at its sole option if the Respondent, its affiliates, or its subcontractors are found to have submitted a false certification; or if the Respondent, its affiliates, or its subcontractors are placed on the Scrutinized Companies with Activities in Sudan List, or Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or engaged with business operations in Cuba or Syria during the term of the Agreement.
- 3. The Respondent agrees to observe the above requirements for applicable subcontracts entered into for the performance of work under the Agreement that may result from this RFP. As provided in Subsection 287.135(8), F.S., if federal law ceases to authorize the above-stated contracting prohibitions then they shall become inoperative.

Respondent Initials

Acknowledgment, Warranty, and Acceptance

- 1. Consultant warrants that it is willing, able to, and will comply with all applicable federal, state, county, and local laws, rules and regulations.
- 2. Consultant warrants that it has read, understands, and is willing to and will comply with all of the requirements of the solicitation and any and all addenda issued pursuant thereto.
- 3. Consultant warrants that it will not delegate or subcontract its responsibilities under an agreement without the prior written permission of the City Manager.
- Consultant warrants that all information provided by it in connection with this proposal is true and accurate.
- I hereby propose to furnish the services specified in the RFP. I agree that my Proposal will remain firm for a period of 365 days in order to allow the City adequate time to evaluate the Statements of Qualifications.
- 6. I certify that all information contained in this Proposal is truthful to the best of my knowledge and belief. I further certify that I am duly authorized to submit this Statement of Qualification on behalf of the firm as its act and deed and that the firm is ready, willing and able to perform if awarded the contract.
- 7. I understand that a person or affiliate who has been placed on the convicted Consultant list following a conviction for public entity crimes may not submit a bid on a contract to provide any goods or services to a public entity, may not submit a bid on a contract with a public entity for the construction or repair of a public building or public work, may not submit bids on leases of real property to public entity, may not be awarded or perform work as a contractor, supplier, sub-contractor, or consultant under a contract with a public entity , and may not transact business with any public entity in excess of the threshold amount provided in Sec. 287.017, for CATEGORY TWO for a period of 36 months from the date of being placed on the convicted Consultant list.

Respondent Initials

Ownership Disclosure Affidavit

1. If the contract or business transaction is with a corporation or company, the full legal name and business address shall be provided for each officer, director, member and manager and each stockholder or member who holds directly or indirectly five percent (5%) or more of the corporation's or company's stock or shares. If the contract or business transaction is with a trust, the full legal name and address shall be provided for each trustee and each beneficiary. All such names and addresses are (Post Office addresses are not acceptable), as follows (attach additional sheet, if necessary):

| Name | Address | Ownership (%) |
|----------------|-------------------------------------|---------------|
| Brodley Mixson | 7927 SW 105 Pl, Mioni, Fl, 33173 | 100 |

Form 5 RFP Page 32 of 63

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|---|---|---|
| property of the second s | and a second state of the second s | and Spiring a second |
| estigentia in tetateta | Profisionante augultations da sit | |

2. The full legal names and business address of any other individual (other than subcontractors, material men, suppliers, laborers, or lenders) who have, or will have, any interest (legal, equitable, beneficial or otherwise) in the contract or business transaction with the City are (Post Office addresses are not acceptable), as follows (attach additional sheet, if necessary):

| Name | Address |
|---|---|
| the professional architectory and regime according to the branch or mole writing agrounder without habits | the services with the City of Affend Soring), Fortfall (on of this position, this City shall have the right to and, of its discretions to disduct from the conduct (or completion, relations, p.C. of constitutions) |
| | d in the resulting sgramment, it awarded, or theogly |
| | |
| | Ese former renerativé auto-mentionétion Séléction no dina riené prati- |



Truth in Negotiation Certificate

The Consultant hereby certifies, covenants, and warrants that wage rates and other factual unit costs supporting the compensation for projects and services that may be offered pursuant to this Request for Proposals and the Continuing Services Agreement related thereto will be accurate, complete, and current at the time of contracting. The Consultant further agrees that the price provided under separate, project specific agreements and any additions thereto shall be adjusted to exclude any significant sums by which the City determines the agreement price was increased due to inaccurate, incomplete, or non-current wage rates and other factual unit costs. All such agreement adjustments shall be made within one (1) year

Form 5 RFP Page 33 of 63

following the end of each corresponding agreement. For purpose of this certificate, the end of the agreement shall be deemed to be the date of the final billing or acceptance of the work by the City, whichever is later. The undersigned firm is furnishing this Truth in Negotiation Certificate pursuant to Section 287.055(5)(a), Florida Statutes for the undersigned firm to receive a continuing agreement for professional architecture and engineering services with the City of Miami Springs, Florida.

Respondent Initials

Prohibition on Contingent Fees

The Consultant warrants that he or she has not employed or retained any company or person, other than a bona fide employee working solely for the Consultant to solicit or secure this Request for Proposals and the Continuing Services Agreement related thereto and that he or she has not paid or agreed to pay any person, company, corporation, individual, or firm, other than a bona fide employee working solely for the Consultant any fee, commission, percentage, gift, or other consideration contingent upon or resulting from the award or making of this agreement. The undersigned Consultant is furnishing this statement pursuant to Section 287.055(6)(a), Florida Statutes for the undersigned firm to receive a continuing agreement for professional architecture and engineering services with the City of Miami Springs, Florida. Consultant understands that for the breach or violation of this provision, the City shall have the right to terminate the resulting agreement without liability and, at its discretion, to deduct from the contract price, or otherwise recover, the full amount of such fee, commission, percentage, gift, or consideration. The provisions of this statement shall be incorporated in the resulting agreement, if awarded, as though fully stated therein.

KNM **Respondent Initials**

<u>Sworn Signature of Proposing Entity Representative and Notarization</u> <u>for all above Affidavits follows on the next page.</u>

> Form 5 RFP Page 34 of 63

| In the presence of: | Signed, sealed and delivered by: |
|--|--|
| | R-1- 1 |
| Witness #1 Print Name: MAPUS R- ARANGO | Print Name: Bradley Mixson Title: President |
| Witness #2 Print Name: Buborah Stargo Deborah L. Arango | Firm: Miani Tennis Pro, Corp. |
| ACKNOWLEE | DGMENT |
| State of Florida | |
| County of | |
| distantion. | × × |
| The foregoing instrument was acknowledged before m | e by means of A physical presence or online |
| notarization, this 20 day of <u>rebruery</u> | _ 20 24 by Bradlen Mixson (type of authority) for <u>Miami</u> Ternis |
| (name of party on behalf of whom instrument | |
| | is executed). |
| | 1 |
| 1. 67 (1.10 ⁻¹) | Kishand Vowen |
| Notar | y Public (Print, Stamp, or Type as Commissioned) |
| Personally known to me; or | |
| Produced identification (Type of Identification | · |
| Did take an oath; or | |
| Did not take an oath | RICHARD S. POWERS |
| | Expires January 23, 2027 |
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| Form | 5 |
| RFP Page 3 | |
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FORM 6

CERTIFICATION FOR DISCLOSURE OF LOBBYING ACTIVITIES ON FEDERAL-AID CONTRACTS (Compliance with 49 CFR, Section 20.100 (b))

The prospective participant certifies, by signing this certification, that to the best of his or her knowledge and belief:

- 1. No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any federal agency, a Member of Congress, an officer of employee of Congress, or an employee of a Member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any federal contract, grant, loan, or cooperative agreement.
- 2. If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any federal agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities", in accordance with its instructions. (Standard Form-LLL can be obtained from the Florida Department of Transportation's Professional Services Administrator or Procurement Office.)
- 3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certifyand disclose accordingly.
- 4. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by Section 1352, Title 31, U.S. Code (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.
- 5. The Contractor described below certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. § 3801 et seq., apply to this certification and disclosure, if any.

Firm: <u>Miami Tennis Pro, Corp.</u> Authorized Signature: <u>B</u><u>Mixson</u> Date: <u>2119124</u> Print or Type Name: <u>Bradley Mixson</u> Title: <u>President</u>

Form 6 RFP Page 36 of 63

FORM 7

DISPUTE DISCLOSURE

Answer the following questions by placing an "X" after "Yes" or "No". If you answer "Yes" to any of the questions, please explain in the space provided, or on a separate sheet attached to this form.

1. Has your firm or any of its officers, received a reprimand of any nature or been suspended by the Department of Professional Regulations or any other regulatory agency or professional associations within the last five (5) years?

NO YES

2. Has your firm, or any member of your firm, been declared in default, terminated or removed from a contract or job related to the services your firm provides in the regular course of business within the last five (5) years?

NO YES

3. Has your firm had against it or filed any requests for equitable adjustment, contract claims, Bid protests, or litigation in the past five (5) years that is related to the services your firm provides in the regular course of business?

YES NO

If yes, state the nature of the request for equitable adjustment, contract claim, protest, litigation, and/or regulatory action, and state a brief description of the case, the outcome or status of the suit, the monetary amounts of extended contract time involved, and the court or agency before which the action was instituted, the applicable case or file number, and the status or disposition for such reported action. Described all litigation (include the court and location) of any kind involving Consultant or any Key Staff members within the last five (5) years.

I hereby certify that all statements made are true and agree and understand that any misstatement or misrepresentation of falsification of facts shall be cause for forfeiture of rights for further consideration of this Proposal for the City of Miami Springs.

| Firm: Miami Tennis Pro, Corf | ٥. |
|------------------------------------|------------------|
| Authorized Signature: 2 Min | Date: 2/19/24 |
| Print or Type Name: Bradley Mixson | Title: President |

Form 7 RFP Page 37 of 63

FORM 10 E-VERIFY AFFIDAVIT

In accordance with Section 448.095, Florida Statutes, the City of Miami Springs requires all contractors doing business with the City to register with and use the E-Verify system to verify the work authorization status of all newly hired employees. The City will not enter into a contract unless each party to the contract registers with and uses the E-Verify system.

The respondent Firm must provide of its proof of enrollment in E-Verify. For instructions on how to provide proof of the Firm's participation/enrollment in E-Verify, please visit: <u>https://www.e-verify.gov/faq/how-do-i-provide-proof-of-my-participationenrollment-in-e-verify</u>

By submitting a response to this RFP and signing below, the respondent Firm acknowledges that it has read Section 448.095, Florida Statutes and will comply with the E-Verify requirements imposed by it, including but not limited to obtaining E-Verify affidavits from subcontractors.

Check here to confirm proof of enrollment in E-Verify has been submitted as part of the response.

In the presence of:

Antrao Witness #1 Print Name: Monio /q. Deborah C.A Arango Witness #2 Print Name: Deborah L.

Signed, sealed and delivered by:

Title: Pres. X Firm:

ACKNOWLEDGMENT

State of Florida County of Miami - Dade

| The foregoing instrument was acknowledged | before me by means of \underline{X} physical presence or online |
|---|---|
| notarization, this 20 day of February | 2024, by Bradley Mixson |
| (name of person) as <u>cesident</u> | (type of authority) for Miami Terris Pro |
| | |

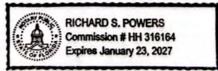
Core (name of party on behalf of whom instrument is executed).

Notary Public (Print, Stamp, or Type as Commissioned)

Y Personally known to me; or Produced identification (Type of Identification:

Did take an oath; or

Did not take an oath



Form 10 RFP Page 43 of 63

FORM 11 IRS FORM W-9

Please visit the following link for information about IRS Form W-9: https://www.irs.gov/forms-pubs/about-form-w-9

Please complete and submit with the proposal IRS Form W-9, which may be found online by visiting: https://www.irs.gov/pub/irs-pdf/fw9.pdf

w Check here to confirm IRS Form W-9 has been submitted as part of the response.

Firm: <u>Miami Tennis Pro, Corp.</u> Authorized Signature: <u>Bradley Mixson</u> T Date: 2/19/24 Title: President

Form 11 RFP Page 44 of 63

TENNIS305, INC.

Elizabeth Levinson, President 9491 S.W. 77th Place Miami, Florida 33156 Tennis305inc@aol.com (305) 213-2665

February 12, 2024

Attention: Mayor and Council City of Miami Springs

Re: Bradley Mixson letter of recommendation

To Whom it may concern,

I strongly recommend Bradley to run and manage your tennis facility. I have known Bradley since he was nine years old. I coached him tennis and mentored him both on and off the court throughout his lifetime. Bradley is a very accomplished tennis player and has experience competing amongst the best professionals in the world. His playing skills are exceptional. As an adult Bradley worked for me as a Tennis Professional at TENNIS305, INC.. Bradley was instrumental in developing TENNIS305 into a leader in the tennis industry in Miami-Dade County. Bradley has extensive knowledge and experience in all aspects of tennis. His background, his personability and capability will make him an asset to direct, run and manage your tennis facility.

Sincerely,

Elizabeth Jevinson, President

Elizabeth Levinson, President TENNIS305, INC. Director of Tennis Operator & Manager of Ron Ehmann Park Tennis Center

(305) 213-2665

9491 S.W. 77th Place Miami, Florida 33156



Tennis305inc@aol.com

To the city of Miami Springs Mayor and Council, and city manager:

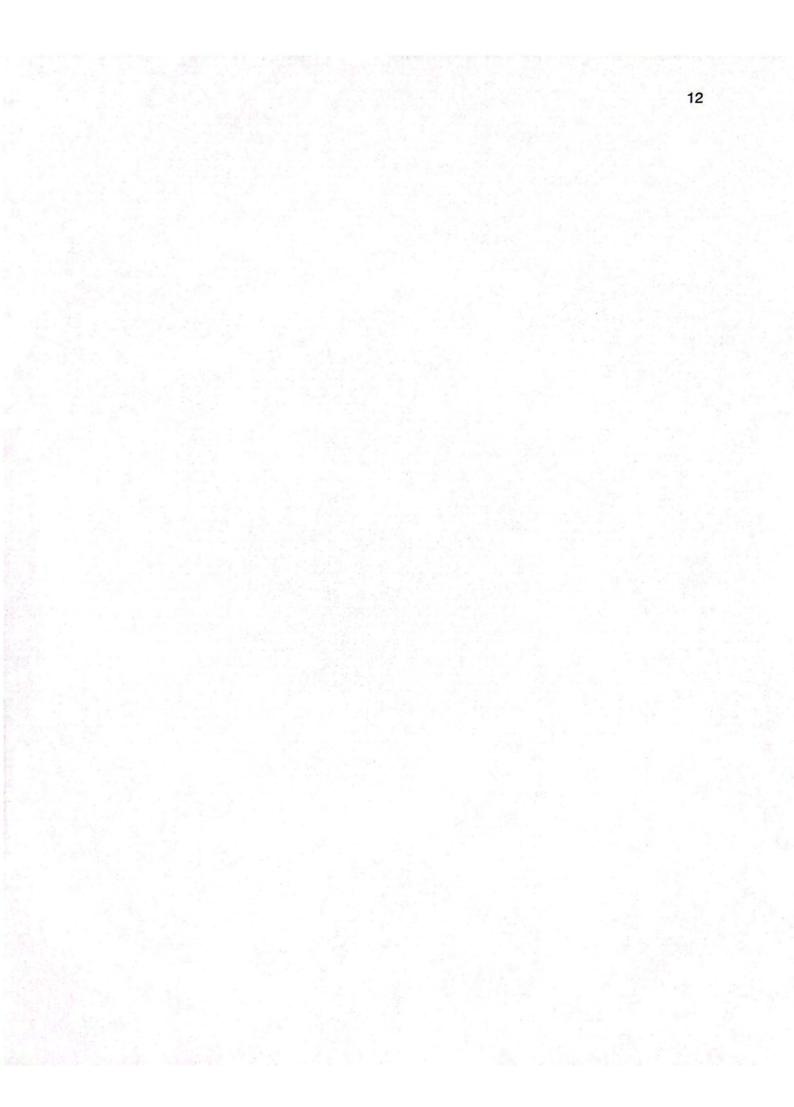
I've known Brad since he was about 8 years old. As a player, he was one of the top in Florida and the country. He was a true competitor and an ambassador for our sport. Seeing Brad grow up into a true professional, I had him as a coach in our high performance program with our competitive players. Brad brings lots of experience in high level tournaments and has a way of motivating students to strive for their best. Through his coaching experience, Brad has learned how to manage people, and facilities. Not only from our time together, but he has been an integral part of many other strong municipal programs.

Brad is the premiere pickleball professional player in Miami and as knowledgeable as any pickleball instructor in South Florida. As the operator at Winston Park, Miami-Dade College, Tropical Park, the Crossings, and Tamiami Park, over the past decade I can see Brad has the skills to lead up a tennis academy successfully. I strongly recommend Brad as the operator and manager of Miami Springs Tennis Center.

Sincerely, Kevin Chow President - Chow Tennis Academy (305) 794 - 4580 To the Mayor, Council, and the City Manager of Miami Springs,

I am delighted to provide a glowing reference for Brad's exceptional positivity as a tennis and pickleball coach. Brad's unwavering enthusiasm and upbeat demeanor create an incredibly motivating and supportive environment for players of all levels. His ability to inspire and encourage athletes fosters not only skill development but also a deep love for the sport. Brad's positive attitude is infectious, lifting the spirits of both players and fellow coaches alike. His dedication to cultivating a constructive and uplifting atmosphere makes him an invaluable asset to an racquet sports program.

Sincerely, Justin Romero Director of Racquet Sports, Ocean Reef Club (505) 352-4095 jromero@oceanreef.com



FORM 12 PRICE PROPOSAL

THIS PRICE PROPOSAL SHALL BE SUBMITTED IN A SEPARATE, SEALED ENVELOPE THAT WILL BE OPENED AFTER THE TECHNICAL PROPOSAL IS REVIEWED, EVALUATED, AND RANKED

Option Year Costs:

The annual base bid shall be as quoted for the initial five-year contract and shall not increase during any option years.

The Proposer shall provide the hourly rates, unit prices, and equipment rates requested below. These prices and rates shall be all inclusive of labor, equipment, maintenance, fuel, delivery costs, travel time, per diem and any other travel or miscellaneous expenses.

The undersigned attests to his/her authority to submit this proposal and to bind the firm herein named to perform as per contract, if the firm is awarded the agreement by the City. The undersigned further certifies that he/she has read the Request for Proposal relating to this request and this proposal is submitted with full knowledge and understanding of the requirements and time constraints noted herein.

By signing this form, the proposer hereby declares that this proposal is made without collusion with any other person or entity submitting a proposal pursuant to this RFP.

Tennis Pro, Carp Miami Firm: - h Authorized Signature: 73 Print or Type Name: Bradley Mixson

Title: <u>President</u> Date: <u>2/20/24</u>

PROPOSED FEES

DAYTIME COURT FEES (7:30am - Noon)

\$3.00 per hour - Monday to Friday (Residents)

\$4.00 per hour - Monday to Friday (Non-Residents)

* Noon - 4:00pm, Monday to Friday is Free of charge

* Seniors (60+ years) \$3 per hour at all times

NIGHT TIME (4:00pm - 9:30pm) AND WEEKEND COURT FEES

\$5.00 per hour - Monday to Friday (Residents)\$6.00 per hour - Monday to Friday (Non-Residents)

ANNUAL MEMBERSHIPS

Our membership package offers benefits tailored to enhance your experience at our facility. By becoming a member, you gain access to a range of exclusive perks designed to elevate your enjoyment and convenience. Key benefits include: Court Reserve Account, Unlimited play with advanced booking, Pro shop discount, and personalized service. In addition, we will grandfather in the senior community at the current rates.

| Residents: | Racquet Sports | Racquetball ONLY |
|----------------|-----------------------|-------------------------|
| Juniors | \$105 | \$75 |
| Adults | \$190 | \$75 |
| Family | \$380 | \$150 |
| Seniors | \$75 | \$75 |
| Non-Residents: | Racquet Sports | Racquetball ONLY |
| Juniors | \$125 | \$75 |
| Adults | \$275 | \$125 |
| Family | \$550 | \$250 |
| Seniors | \$75 | \$75 |
| | | |

HOURLY PRIVATE LESSONS

| Academy Students: | \$65 (up to 2 people) with tennis pro staff \$75 (up to 2 people) with tennis director |
|-------------------|--|
| Residents: | \$70 (up to 2 people) with tennis pro staff \$80 (up to 2 people) with tennis director |
| Non-Residents: | \$75 (up to 2 people) with tennis pro staff \$100 (up to 2 people) with tennis director |

<u>CLINICS</u>

| Residents: | \$25 per hour |
|-------------------|---------------|
| Non-Residents: | \$30 per hour |
| | |

TENNIS ACADEMY

| Pee-Wee (5-8 years old) | \$140 per month or \$20 per day |
|--|---|
| Rookies (8+ years, Beginner to Intermediate) | \$180 per month or \$25 per day |
| Quickstart (8+ years, Advanced) | \$180 per month or \$25 per day |
| Developmental (11+ years, Int. To Advanced) | \$260 per month (3 days) (\$200 per month sibling discount) \$215 per month (2 days) or \$30 per day |
| High Performance/Comp. (12+ Advanced) | \$290 per month (3 days) (\$240 per month sibling discount) \$235 per month (2 days or \$35 per day |
| One-time registration fee: | \$50 |

TOURNAMENTS

Costs will vary by event

LEAGUES

Leagues will consist of 8 weeks: 7 weeks of competition and 1 week of finals for top scorers (4 to 5 seasons per year)

| Members: | \$90 per person |
|--------------|------------------|
| Non-Members: | \$120 per person |

OPEN PLAY SESSIONS

Our proposed open play sessions will be held weekly, coordinated and facilitated by our staff, spanning 3-4 days per week. During these sessions, participants will engage in dynamic play, rotating among fellow players to enjoy matches with a variety of opponents. This format not only encourages inclusivity by integrating newer players into the community but also fosters a vibrant and social atmosphere for all attendees

PLEASE NOTE: FREE play will be offered from open to closing on July 4th, Independence Day

| Members/Residents: | \$10 per person | |
|----------------------------|-----------------|--|
| Non-Members/Non Residents: | \$15 per person | |

SUMMER CAMP

Half Day Summer Tennis and Pickleball Camp (8 weeks - 9:00am - 12:00pm)

| Residents and Members: | \$180 per week or \$45 per day |
|-------------------------------|--------------------------------|
| Non-Residents: | \$225 per week or \$55 per day |

Full Day Summer and Pickleball Camp (8 Weeks - 9:00am - 3:00pm) *This will only be offered if there is enough interest

| Residents and Members: | \$250 per week or \$60 per day |
|-------------------------------|--------------------------------|
| Non-Residents: | \$325 per week or \$75 per day |

PRO SHOP SALES AND SERVICES

Rentals:

Pickleball Paddle Tennis Racquet Ball Machines \$4\$4\$25 per hour (Advanced notice required)

Merchandise for Sale:

DPI-Fit Shirts Tennis/Pickleball Overgrips Strings Wristbands Replacement Grips Tennis Balls Racquetball Balls Pickleball Balls Tennis racquets Pickleball paddles Snacks Beverages

х Signature

20/24 X _____ Date