

Updated: September 2026



REQUEST FOR PROPOSAL (RFP)

Martial Arts Operator

Forney Independent School District (The REC)

1. Executive Summary & Purpose

Forney ISD is seeking proposals from experienced, certified martial arts business owners and instructors to build out and operate a martial arts studio inside The REC, our brand-new education and multi-sports complex with an estimated opening in Fall 2027.

This opportunity operates as a reciprocal collaboration structured under Texas law regarding public benefit and consideration:

- **Reciprocal Service Exchange:** In lieu of a monetary lease or rental payment, the selected operator shall provide certified, structured martial arts instruction to FISD academy students (currently Kindergarten through 8th grade) during standard school hours as full, equal-value consideration for use of the space. This provides a public purpose that benefits Forney ISD and its students.
- **After-School Business Operations:** On evenings and weekends outside of standard school instructional hours, the selected operator may utilize the 4,500 sq. ft. studio for their private martial arts business and revenue-generating operations.
- **Negotiated Facility Use Fee:** The annual facility use fee for the space will be negotiated between Forney ISD and the selected operator. The final rate will account for the substantial value of daytime instructional services provided to district students as well as the tenant's buildout capital investment, and will be formalized in the final License for Facility Use Agreement.
- **Student Employment Encouraged:** While mandatory hiring quotas are not required under this instructional arrangement, operators are strongly

encouraged to employ qualified FISD high school students for evening and weekend studio operations.

2. The Opportunity & Built-In Foot Traffic

The REC is a major expansion of Forney ISD's acclaimed Keith Bell Opportunity Central (The OC). Operating seven days a week, The REC integrates student education with daily community draw.

The selected operator will benefit from a highly visible, built-in customer base, including:

- **In-Building Foot Traffic:** Daily traffic from the on-site 5th–8th grade academies, a gymnastics facility, and more.
- **Adjacent Attractions:** Weekend and evening traffic generated by the nearby Forney ISD Aquatics Center, Birdies Golf Complex and The Opportunity Central, which hosts multiple events throughout the year.
- **Community Events:** Frequent sports tournaments, youth camps, and district-wide gatherings hosted within the complex.

3. Space Specifications & Included Features

Forney ISD is providing an open-concept shell space for the selected operator to finish or build out according to their operational and training needs and in compliance with any required laws, codes, ordinances, regulations and standards for such space, including accessibility requirements.

Space Overview

- **Total Area:** 4,500 sq. ft.
- **Layout:** Open-concept space ready for custom buildout

Included Features & Infrastructure:

- **Prime Storefront:** High-visibility exposure with entrances directly from the parking lot.
- **Technology Infrastructure:** Server closet / server rack located within the space (equipment not included).
- **Base Utilities:** Core electrical and HVAC infrastructure provided to the space.

Important Space & Buildout Requirements:

- **Restroom Construction Required:** The space currently contains no restrooms or direct access to adjacent restrooms. The selected operator will be required to design and build out restrooms within the 4,500 sq. ft. footprint, if desired.
- **Plumbing & Buildout Costs:** The selected operator is fully responsible for all labor, materials, piping, fixtures, architectural plans, and permitting costs associated with adding restrooms and completing the interior studio buildout. All plans shall be submitted to the District for review and approval prior to construction.
- Pursuant to Texas Government Code Section 2252.909, payment and performance bonds may be required for the construction, alteration, or repair of an improvement to the studio.
- **Outfitting:** The selected operator shall provide all floor mats, interior partitions, furniture, specialized equipment, and internet service.

4. Daytime Academic Instruction & After-school Business Operations

This collaboration will provide high-quality, professional instruction integrated directly into the Forney ISD academy curriculum.

Daytime Instructional Requirements (School Hours)

- **Curriculum Delivery:** Provide comprehensive, daily martial arts instruction during district operating hours for enrolled FISD Academy students who elect martial arts as part of their school schedule, at no cost to Forney ISD or the enrolled students.
- **Qualified Staffing:** Supply sufficient certified, vetted martial arts instructors who satisfy all district background checks (including national criminal history checks), safety clearances, and instructional standards.
- **Program Oversight:** Manage student belt tests and belt progressions, attendance tracking, and grading metrics in coordination with Forney ISD administration.

After-School & Weekend Business Operations

- **Commercial Business:** Outside of required school-day instructional hours, the partner may operate the studio, host youth/adult paid classes, conduct belt tests, offer private lessons, and retain 100% of generated business revenue during such hours.
- **Encouraged High School Student Employment:** While formal student practicum quotas are not mandatory, the selected operator is strongly encouraged to hire qualified FISD high school students for after-school and weekend studio operations.

5. Facility Use Agreement & Consideration Structure

Space Overview

- Open Concept Studio Footprint: 4,500 sq. ft.

Value Consideration Model

Item	Details
Annual Facility Use Fee	To Be Negotiated (Based on proposed rates & instructional value offset)
Contractual Consideration	In-kind instructional services provided to FISD academy students during the school day.
Term	Options of either a 3-year or 5-year Facility Use Agreement, with options to renew upon mutual agreement

Negotiated Rate Statement: Applicants must submit a proposed annual facility use fee as part of their RFP submission. Forney ISD will evaluate and negotiate the final fee structure with the top-tier applicant, taking into consideration the fair market value of the 4,500 sq. ft. space, the capital investment required for shell finish-out and restroom plumbing, and the value of professional instruction provided to district students during school hours. The agreed-upon rate will be incorporated into the final License for Facility Use Agreement.

6. Proposed Submission Process

To be considered, prospective operator must submit a proposal detailing how they will build out and operate this martial arts space. Please include:

- **Business Profile:** Name of business, owner/lead instructor biography and resume, lead instructor certifications/belt rankings, contact information, and proven experience and track record of operating a successful martial arts studio.
- **Concept & Buildout Plan:** Detailed plans for finishing out the space, including layout designs, timeline, financial capability, and architectural/plumbing plans for constructing the required restrooms.
- **Daytime Curriculum Plan:** Overview of instructional methodology, safety protocols/safety standards, curriculum structure, and ability to deliver daily instruction for Forney ISD academy students. Include proposed student/instructor ratios.
- **Proposed Commercial Operations:** Class schedules, belt progression programs, operating hours, and administrative systems for after-school/weekend commercial operations.
- **Community & Student Engagement:** Proposed pricing structure for public members, planned discounts for Fisd staff/families, and commitments to hiring Fisd high school students in evening/weekend roles. Demonstration of alignment with Forney ISD educational values.
- **Proposed Facility Use Fee:** A proposed annual or monthly facility use fee rate (expressed as a flat annual rate or \$/sq. ft.) for district consideration during negotiations.

Responsibility Matrix

What Fisd Provides & Maintains	What the Operator Provides & Maintains
• Structural maintenance building shell (lighting, HVAC, structure, roof) • Flexible, negotiated facility use fee structure accounting for daytime	• Daytime martial arts instruction for Fisd academy students during school hours • Payment of the agreed-upon,

instructional value and buildout capital investment. • Student course registration and class scheduling • Server closet / rack infrastructure • Core utilities: electric, base HVAC, security officers and customer parking • Landscaping and exterior common area maintenance	negotiated facility use fee per the executed License Agreement • Certified, background-checked instructional staff • Design and construction within the space, including all plumbing labor, piping, fixtures, materials and permits • Martial arts mats, sparring gear, training equipment, and furniture • Dedicated internet service and internal networking • POS and studio management software • Daily cleaning, sanitation of mats, and trash removal of the studio space • Local business permits and required martial arts/business insurance • Exterior and interior custom signage that meets guidelines, including required permits • Encourage hiring of qualified FISD high school students for evenings/weekend studio operations
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Submission Timeline & Contact

RFP Response Submission Deadline: October 8, 2026 at 4PM.

Submit to: Talana Morris, Director of Business Partnerships at tjmorris@forneyisd.net.

Questions may be emailed to Talana Morris, Director of Business Partnerships tjmorris@forneyisd.net or delivered in a sealed envelope to The OC, Attn: Business Partnerships, 680 Innovation Blvd, Forney, TX 75126.

7. Evaluation & Selection Process

Proposals will be reviewed by a committee which may be comprised of FISD administrators, athletic leaders, and community representatives. Top-tier candidates may be invited to an interview and presentation phase.

Weighted Evaluation Criteria:

- **35% – Instructional Quality & Qualifications:** Lead instructor certifications, curriculum structure, background, safety standards, and ability to deliver daily instruction for school-day academy students.
- **35% – Business Attributes & Buildout Capability:** Commercial business experience, financial capability to fund the full shell finish-out and restroom plumbing buildout, studio layout design, and operational plan.
- **20% – Proposed Facility Fee & Overall Financial Proposal:** Proposed facility use fee alignment and overall economic benefit to the district.
- **10% – Community Value & Student Opportunity:** Alignment with district educational values, student pricing structures for evening/weekend programs, and commitments to hiring FISD high school students in evening/weekend roles.

8. Appendix & Exhibits

Exhibit A: Sample License for Facility Use Agreement

Exhibit B: The REC Overall Floor Plan

Exhibit C: Martial Arts Empty Shell Floor Plan & Dimensions (4,500 sq. ft.)

Exhibit D: Mechanical, Electrical & Plumbing for The REC section F

EXHIBIT A

SAMPLE LICENSE FOR FACILITY USE AGREEMENT

Forney ISD Draft License Agreement for The OC

EXHIBIT B

THE REC OVERALL FLOOR PLAN – LEVEL 1

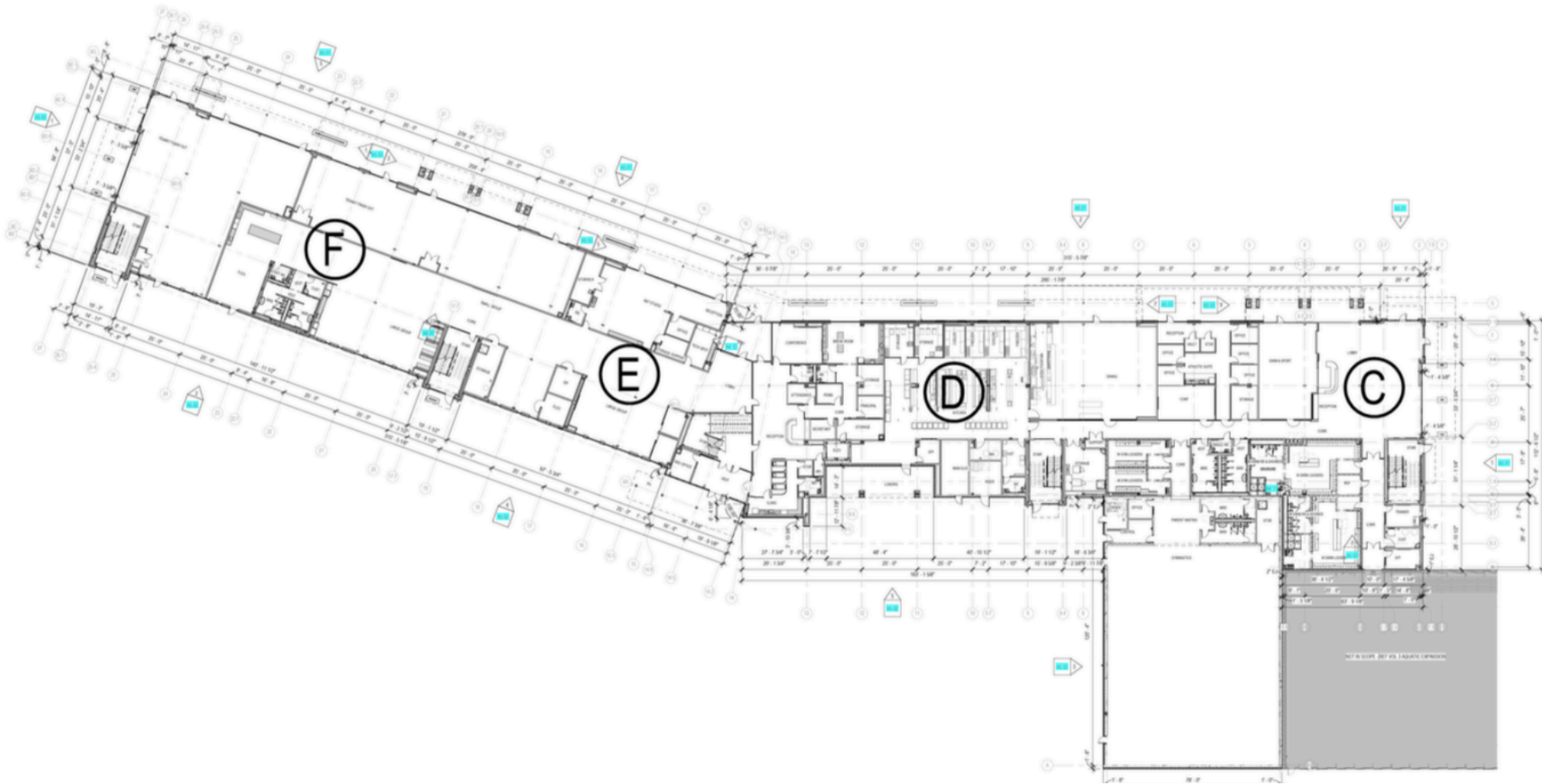


EXHIBIT C

THE MARTIAL ARTS STUDIO OVERALL FLOORPLAN

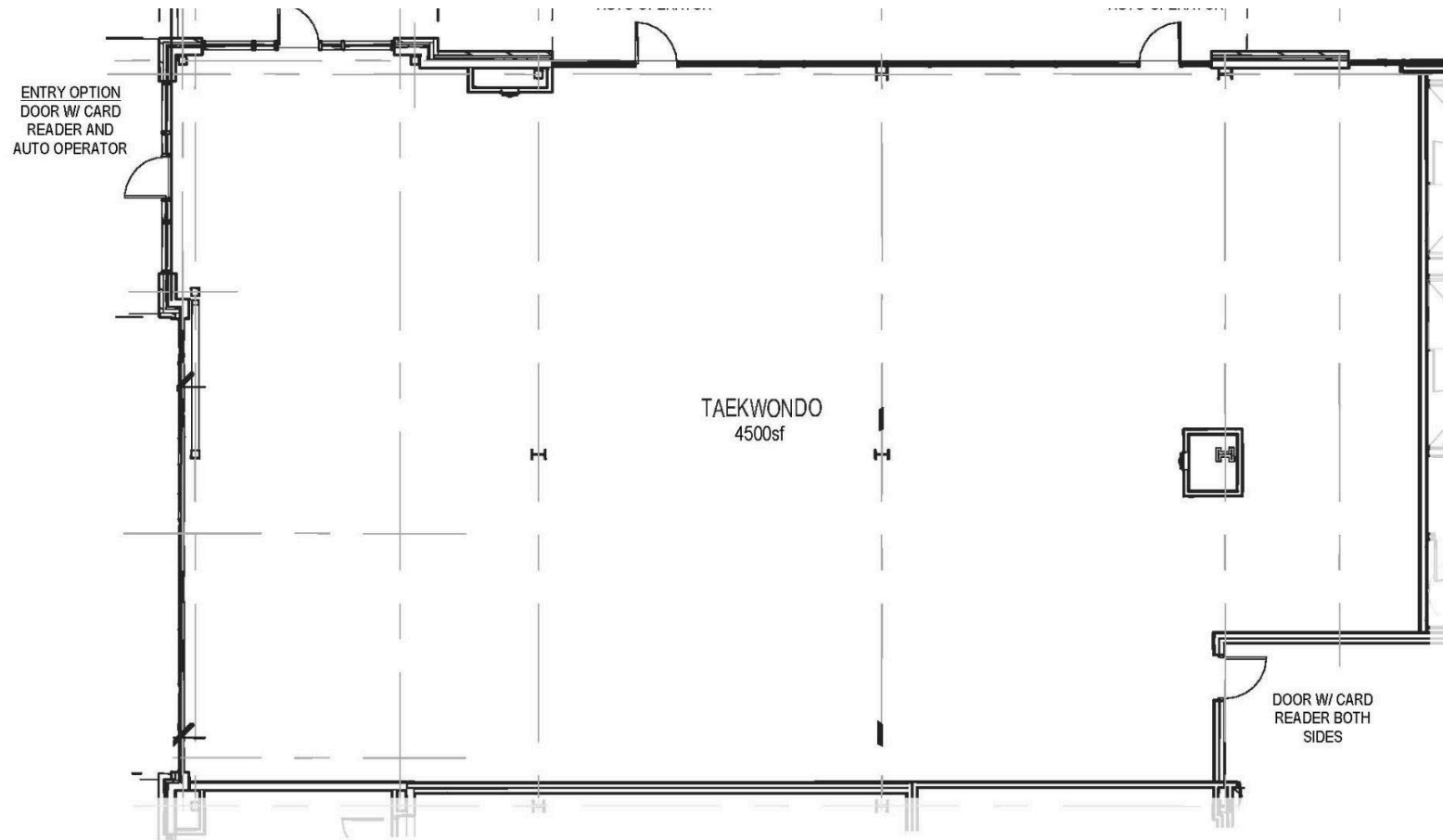


EXHIBIT D

MECHANICAL, ELECTRICAL & PLUMBING PLANS

Martial arts space is in area F. [MEP drawings at this link](#) include architectural, plumbing, HVAC, electrical and technology/security drawings.