



# Erie Gymnastics Center

4725 Park Harbor Dr.  
Erie, PA 16511  
(814) 898-2936  
Fax (814) 899-7780  
*Reston Gymnastics, Inc.*  
www.eriegymnastics.com



TO: ALL Staff, Students, Parents, Patrons at Erie Gymnastics  
FR: Douglas Pershun—Program Director  
RE: Contagious Diseases

Dear Parents, Gymnasts, & Staff,

Due to the Covid-19 Pandemic Erie Gymnastics Center has had to reevaluate and reexamine some of our policies. The following note will list new measures EGC has put in place to try to conduct business as safely as possible.

First, I would like to say that we've always taken 'safety' at Erie Gymnastics Center seriously. Due to the nature of our sport—flipping, twisting, rotation, heights, motion... many of our current rules & policies deal with safety. As said somewhere in our policies on the website, "A cast on a broken arm is an 8 week advertisement for NOT signing a child up for gymnastics." We know that during the 8 weeks a child might wear a cast, everyone that child knows is going to ask... "What Happened?" Grandma, Grandpap, their school teacher, their classmates, their neighbors are ALL going to hear the story of 'how he/she broke her arm — at GYMNASTICS! That child as well is not going to participate in our program for months, another loss of revenue.

Skip the 'business loss' of the 'broken arm', and look at it from the 'Human' perspective. We (owners / management / teaching & coaching staff) got into this business because we LOVE children and our sport. We want our children healthy & happy! We want our gymnasts safe! Many of our staff have or had their children involved in our program. We treat your child like we treat our own, and we want no harm to ever happen to them. As a result, we've adopted all sorts of policies designed to help protect them. We've invested a lot of time and a lot of money in Staff Education to help them (us) perform our duties more safely. We far exceed the minimum requirements recommended by USA Gymnastics—our National Governing Body. We've invested in the best equipment we could afford to help protect our students.

With that said, Accidents (and illness as I will address) can & do happen here and everywhere. We can only do our best to try to mitigate the 'inherent risks' and continue to learn, grow, and improve our methods & services.

Secondly, I would like to say that we as well have taken 'contagious diseases' seriously—prior to the COVID19 Pandemic. Not to make light of the situation, but we've always sort of taken the position that we are on the 'front lines' of biological warfare. We work with children. You can be the most diligent parent, however if a 4 year old has to sneeze, they sneeze! They don't necessarily know yet to cover their mouth, or to control it until they grab a tissue. They do not know yet how to sneeze / cough into the cuff of their elbow. As well, they do not necessarily know to wash their hands, use enough or even use soap or hand sanitizer.... They are often found sucking on their fingers, picking at their nose, and their natural curiosity compels them to touch just about everything and everyone. No offense, but 'kids' are walking Petri dishes.

We have always taken the stance that we are 'supporting the parents' in helping to teach & educate their children. We are not just teaching 'gymnastics skills', but a whole host of social standards & virtues. Again, many of these are listed in our policies—prior to the Covid Pandemic. When we see a child sneeze, we lovingly caution them and educate them on... 'use a tissue', 'wash your hands with soap and water'....

A short story about my wife: Immediately after having our own children, my wife took a sabbatical from the gym to raise our children. After a couple years off, she wanted to return to teaching at the gym slowly. She came back in the summer and took a 'Preschool Class'. Having years of experience, she didn't quite mentally prepare herself for the class. After the hour long class she looked 'frazzled' & 'exhausted'. Her comment was... "I forgot how much Preschoolers do not know!"

You see, you can be the most diligent parent and stay at home and educate your 3 or 4 year old. However for most parents our 'Preschool Class' is the first 'social situation' that child was exposed to in life. When at home does a parent have the opportunity to teach their child to 'line up' or 'follow the instructions of some other—unrelated adult;???' Her problems with that class started immediately at the door as she asked the students to 'line up'. That very simple—socially accepted practice—brought on chaos as none of the 3 & 4 year olds had any idea of conceptually what she wanted them to do. "Line up" is a social concept that is learned—not innate.

As a result, many things like 'get your fingers out of your mouth', 'don't pick your nose', 'use a tissue'... are all learned behaviors. We view our role as 'HELPING' the parents teach these social practices. We do not expect them to just 'know them', and many of these behaviors take time, practice, & patience to develop.

With that said, we at the gym are on the 'front lines' because we work with children in a variety of learning stages of development. We are exposed to all sorts of 'biologic hazards' (affectionately known as 'critters') just doing our job. We

consider school teachers, coaches, music teachers, preschools, day cares, medical workers... to all be on the front lines. We can do our best to 'mitigate' situations, but can not control them.

We had, continue to have, and constantly revise and attempt to improve our 'critter' controls. Prior to COVID19 we & our staff have been exposed to numerous (some deadly) viruses, contagions, bacterial infections.... Children have delicate immune systems and often don't develop immunities until they are exposed to various contagions. Just to list a few: Yearly Cold Virus, Yearly Flu Virus, RSV, Strep Throat, Mononucleosis (Mono) Chicken Pox, Fifth's Disease, Pink Eye, Poison Ivy, Head Lice, Ringworm, Athletes Foot Fungus, Jock Itch, Scabies, MRSA, Hand-Foot-Mouth Disease, Scarlet Fever, Impetigo....

That is NOT a pretty list, and I can assure you that neither I, management at EGC, nor our employees want to catch any of those critters on the 'limited list' of contagions listed above! As a result, we've always had protocols to help mitigate these. Prior to and during the gym ownership, I worked as a school teacher—K-8. Many of our policies were adopted from that—that they use in the Public & Private Schools. Are those 100% effective? Absolutely NOT! However again, the school teachers, the Day Cares, the Medical workers do not want to catch these 'critters' nor bring them home to their family. Thus, they—we try to mitigate the best we can and still remain 'active participants in society'.

As we continually try to 'mitigate' and lower the risks of injury in our gym, we also try to mitigate the spread of any & all contagions. However just as we can NOT promise that your child will not sustain an injury at our center, we can NOT as well prevent them from catching any one of these contagions. As a result, should you choose to send your child to Erie Gymnastics, you and your child should know & accept the risks. As a result, you will be prompted on your next visit to our gym software—to sign an additional 'Contagion Risk' Release.

---

Erie Gymnastics Center has prided itself for years in being an extremely clean & healthy environment for children. We have been praised by many attendees who came from other 'like' facilities in the difference in how we keep our environment cleaner and healthier than many other 'like' facilities.

With that said, Gymnastics by it's very nature chases perfection. The sport, the scores of the athletes are all about chasing perfection. Very few Olympic Champions have ever scored a "Perfect 10", however many have come close and earned Gold Medals for their efforts. Thus, Erie Gymnastics has and continues to strive to become better at 'prevention'. We have instituted many new policies going forward from the Covid19 pandemic. The following 'policies' are newly adopted and were attained from State, National CDC, USA Gymnastics, and other like businesses. It is extremely difficult at this time to keep up with the changes due to the fact that many of the guidelines & laws are contradictory in their advice and often changing from day to day—as various groups learn more and try to get a grip on the current situation. We will continually reference these laws & guidelines and likely alter our policies as they come to fruition. We will update our policies on our website at:

<https://eriegymnastics.com/info-%2Frules-%2Fpolicies>

The following pdf file attempts to outline various policies adopted to prevent the spread of ALL contagions.

Douglas Pershun  
Program Director  
Erie Gymnastics Center

# CONTAGIOUS DISEASE MITIGATION

## For Erie Gymnastics Center

### Rules & Policies for Staff & Members

**CONDUCTING BUSINESS:** Erie Gymnastics Center uses 'Jackrabbit Gym Management' software. This software allows our patrons the comfort & safety of signing up for and paying for our services electronically. EGC encourages & prefers the use of online electronic payments at this time.

**RISK MITIGATION:** Team Lightning Inc. dba—Erie Gymnastics Center as stated in the foreword to this document—will try our best to ensure the safety of our Athletes, Staff, & Families. With that said, during the time of this Pandemic, we as well as our Scientists, Political Leaders, Businesses... are not 100% certain of any of the possible & potential risks involved. As a result, we will try our best to keep up with the 'science' as it becomes available and try to take 'reasonable measures' to mitigate the spread of this and all diseases / contagions....

- All Parent / Guardians enrolling students at Erie Gymnastics Center MUST sign all of our Releases ~ including our new 'Contagious Disease' Release. By doing so, you are agreeing to hold Team Lightning Inc. dba Erie Gymnastics Center, its agents, employees, shareholders, volunteers, harmless from any & all litigation caused by injury / illness to anyone associated with students enrollment.
- We highly suggest that if you are NOT entirely confident in the inherent risks associated with both the risks of the sport of gymnastics & the possibility of becoming infected with COVID19 and any & all contagions, we suggest that you do NOT sign up nor participate in any of our various programs. We gladly will welcome you back when measures to fully protect everyone are in place. (Ex. Vaccine)
- Team Lightning Inc. dba Erie Gymnastics Center reserves the right to deny entry to any/all members based upon potential health risks to themselves or other associated with our organization. Very simply, if we suspect you, your child is ill, we will not permit them in the gym.
- Team Lightning Inc. reserves the right to deny or dismiss any/all participants based on behavior issues that prevent our staff from properly 'socially distancing' or safely conducting our various Programs.
- Team Lightning Inc. reserves the right to deny or dismiss any/all participants should we suspect that you/your student is ill, or has been known to not be following 'social distancing' and other safety measures outside of our business.
- Parents / Guardians are Required to notify us IF any student has tested Positive for ANY contagion. This allows us to notify our staff and any classmate—of any potential risks. We will abide by any laws given to 'restrict' specifically naming any student/family by name ~ unless legally / lawfully compelled to do so. In other words, IF your child tested positive to COVID, we want to warn other parents of the possibility of exposure so they can take any & all preventive / quarantined measures necessary for the safety of their family. You would appreciate the same. In doing so, we would contact any persons they may have had contact with while at our facility. However we will NOT give the specific name or family name of the child involved for their privacy.
- If you 'suspect' (but have NOT tested positive) that you may have come into contact with a contagion, please notify us as well. We will use our discretion as to whether or not to notify, but will NOT be required to notify our students. EX: In this crazy time we live, we may field a call that an employee of a major store that you and your child shopped in a week ago tested positive for the virus. It would be almost impossible for us to conduct business & fluently & effectively teach our classes based on a long shot variable. On the other hand, should your student's sibling be tested positive, and they were drinking from the same bottle ~ it may be more prudent for us to notify their classmates parents.
- ALL Students, Parents, Siblings, Employees entering our facility are subject to a 'temperature check' upon entry into our facilities. Body Temperatures vary from person to person as well as fluctuate ~ especially when participating in vigorous activities (such as gymnastics). The 'Average Human Temperature is 98.6°F / 37°C. The accepted Medical definition of Fever is 100.4°F / 38°C. Any students having a 'Fever' will immediately be sent home. Parent them must a) refrain from attending for 14 days (quarantine) // b) receive a medical release from a Physician // c) provide proof (tests) that the student has antibodies for COVID or other contagions.
- All Parent/Guardians are to complete & update the Medical Questionnaire provided on our Registration Form. This is confidential for our Staffing purposes and has been in place prior to COVID. It is important for our staff to know Medical Issues like Bee Allergies / Peanut & other food Allergies, Surgeries... and all sorts of Medical Issues that could pose risk to your child. Team Lightning Inc. MAY REQUIRE: Any student with any Medical Issue to get additional Releases from a Physician prior to participating or returning to any & all of our Programs.
- Team Lightning Inc. dba Erie Gymnastics Center reserves the right to deny entry of any Student/ Family we deem 'Apprehensive' about participation in any aspect of our Program. This 'right' of ours has existed since the inception of our business however has never been posted in this sort of print. EX: Our sport involves heights, rotation, speed.... Many parents bring their children here to help them overcome normal / acceptable fears such as 'heights'. A child upon entry may be afraid of the High Balance Beam, the High Bar, or the Rope Climb. Not only is the child perhaps fearful of this type of activity, but the parents may be apprehensive as well. Quite frequently will proper progressions and acclimation, the child soon discovers they can cross the High Beam 'all by themselves', and soon are performing wonderful skills high above the ground. However a small portion of both the Students and Parents are SO apprehensive that we can not effectively accomplish this task. Either the child refuses or the parent 'over-reacts', making our job impossible. At that point it is best for all to cut ties and go our separate ways. Infrequently, but it happens, it is not the student, but parent/ guardian who presents the issue of discomfort/fear/caution. Our Staff thus struggle to maintain the Parents confidence—thus undermining the overall efforts. In the days now of Pandemic, there are a wide range of fears (legitimate & imagined) and tolerance levels with participation in ANY activity. This clause

allows us to make a discretionary decisions based on a Parent / Students behaviors, tolerance, and acceptance of both risks of injury and risks of Viral contamination.

- All Parents / Guardians and students age 18+ - must agree & sign ALL waivers / releases for Erie Gymnastics Center including Contagious Disease Release.
- Staff Training: Staff will continually educate all staff on any updates & changes to club policies, especially physical distancing & other COVID19 guidelines.
- Erie Gymnastics will make regular attempts to update our policies via the Erie Gymnastics Center Website: <https://eriegymnastics.com/info-%2F-rules-%2F-policies>
- 

#### LOBBY AREA:

- Students, Parents, Visitors are subject to a Temperature Check upon arrival to our facilities. Those temperatures were indicated earlier.
- Students will immediately be provided with Hand Sanitizer / and/or report directly to the restrooms for proper washing, or both.
- Students during the Summer months will be encouraged to come 'dressed for play', and avoid where possible bringing clothing, jackets, Bookbags, Personals, so to avoid any possible contamination. The 'coat rack' / hangers / shoe areas will be spaced so as to try to attempt items from touching other items.
- Upon completion of shoe/ coat removal, students will proceed directly to the gym where placards will be placed for them to wait until called by their teacher / coach. This will attempt to keep any congestion out of our lobby / waiting areas.
- Students will then be called by their teacher / coach to a predetermined area (floor) where they will have spacing markers at minimum 6' apart to being practice.
- Erie Gymnastics has contacted its Insurance Provider and Legal Counsel pertaining to conducting business during COVID Pandemic & permitted to conduct business as per the local, State, & National laws apply.
- 

#### VISITORS:

- We at Erie Gymnastics Center love nothing more than showing off the skills they learn in our Program to their number one fans! As well, in compliance with 'Safe Sport', we've always had the policy of permitting Parents to peek in and check that their children are safe. However during this Pandemic, we must limit and control the number of persons in our center at any given time. As well ~ we wish to reduce the additional risks that become complicated by adding more people to the mix. Both EGC training facilities were designed for 'gymnastics training' as opposed to a competitive venue designed for watching 'Competitive Gymnastics Competitions'. As a result, we do not have a well designed 'waiting / sitting / viewing' area where we can accommodate Parents, siblings, friends, relatives.... Prior to the Pandemic, it was extremely common to have a cluster of parents near our entrance ways peeking in at their favorite gymnast.
- During this Pandemic, we are forced to 'limit' the amount of people in our facility at any given time. We ask that if you don't 'need to watch' (possibly because you have an 'older' student) that you limit your time at the gym and come in when the pandemic is past.
- We ask that during the Pandemic, they you do not bring in siblings who are not there for class.
- We ask that ALL visitors (Parents, Guardians, Siblings, non-participants) wear a MASK when entering the building.
- In order to be fair, we will try a 'rotation sheet', where 1 parent / from 2 families can view practice for 15 minute segments, and then promptly leave to allow other parents to watch.
- In SOME cases our Staff request may request Parents attend a class. This typically happens with new students and younger students who are a bit nervous about their 'new environment', and need a little time to acclimate to the gym and their new class. At Staff or Managements request, a limited number of parents may be permitted to attend a class until their child is comfortable and acclimated. They must wear a mask, and siblings are not permitted to 'hang out' - at this time.

#### GYM AREA:

- Erie Gymnastics Center has received an 'occupancy' rating from the Fire Chiefs for our facility. The number #176 has been determined to be the maximum number of persons in our gym at any given time. This number thus reflect the maximum during 'normal' conditions. With the current 'COVID' social distancing guidelines, we will reduce that number to the percentage mandated by National / State / or Local Codes. As an example, if we are to operate at 50%, it will be 50% of 176 maximum—ie— 88 persons (Staff / Students / Visitors). That number may be adjusted as various restrictions are tightened or loosened.
- Staff will try—where possible to respect the '6 foot' distance when conducting Classes.
- Students will be educated & reminded by Staff as to visible markers, and separated a minimum of 6 feet.
- Students will be educated & reminded as to proper hygiene protocols. Erie Gymnastics works with a wide range of ages and a wide range of maturity levels. As a result we expect a learning curve dependent on the levels of maturity of the students we are working with and be contentious of the abilities and understanding of the students.

#### MASKS:

- As of now, there are conflicting studies on the safety & appropriateness of mask usage—especially with Children & Athletes. We are permitting the 'parents discretion' as to the use of masks, however our staff will not be responsible for mandating, instructing, handling a students mask. Masks are different with all sorts of 'do's & don't' in terms of proper usage & effectiveness. /// Our experience actually is quite high with masks. Each year for 30 years, we've had End of the Year—Theme

Shows for our athletes. Based on the 'Theme' of the Show, quite frequently we've had costume usage ~ often with the use of various types of masks. Our experience with them is that they are far more dangerous than helpful. Any number of things, motions, sizing... can cause the mask to fall off or worse fall over the eyes preventing them from seeing and creating an injury. Due to the heights & nature of the sport, we are not recommending masks however will permit them provided they function safely.

- Our other fear with Masks & safety result from studies with athletes who need full amounts of Oxygen usage to safely perform the sport. Many masks can impair normal breathing, depriving the athlete of 'proper' Oxygen levels creating a number of potential hazards.
- STAFF MASKS: Staff Masks will be as well 'Optional' for Staff Members. The reason and rationale for this decision is again the safety of the students. The gym can be a loud environment with music playing and other sounds. Coaches are often separated from the gymnasts by long distances (Vaulting—80 feet) when giving directions. Masks can potentially muffle or interfere with important lines of verbal communication between staff & gymnast.
- Our other consideration for Staff Masks is that in addition to 'verbal' communication with our students, there also is 'body language' which is also communicated to the students. Quite frequently this also includes facial expressions that are interpreted by the students for proper communication.

#### SPOTTING:

- Spotting (to physically manipulate the students movements or to provide safe completion of a skill) is an integral part of the sport of gymnastics. Spotting is widely used in the sport for both effective teaching and for the safety of the athletes. Due to the nature of our sport, we will continue to 'spot' the gymnasts. Staff will frequently use Hand Sanitizers & Wash Hands when spotting.
- Coaches can, however are not encouraged to wear 'gloves' when spotting. Spotting is a very intricate skill learned by coaches to ensure safety. When spotting, often it becomes necessary to grab ahold of an arm, the body core, and often a piece of fabric on the gymnast to ensure their safety. Gloves can reduce the 'feel' of the spot or limit the dexterity necessary to save a child.
- Coaches as well as students will wash hands at the completion of series of skills, rotation ends, before & after practices.
- Coaches are to consider using 'progressions' & 'drills' to reduce the amount & necessity of spotting 'some' skills.

#### CLEANING / SANITATION GUIDELINES:

- Erie Gymnastics has always viewed our gym as the gymnasts & staffs (home away from home). As a result, we've always tried to maintain a clean and healthy environment for our gymnasts & staff. We've prided ourselves for being one of the cleanest gyms in the area, and are thankful to the many positive comments on our social media pages in the past for recognizing our efforts.
- EGC Plans to Follow 'Enhanced' all CDC cleaning guidance & recommendations where prevalent to our business. All staff were sent information on the CDC Guidelines.
- EGC Employees were required to Read Labels on all used cleaning products and follow directions on the label. EX: Some products need to sit wet on surfaces for several minutes before being wiped off in order to properly sanitize.
- EGC Employees must: Wash hands first, then disinfect and use caution when mixing cleaning chemicals.
- EGC Employees must: Check manufactures for specifics on proper cleaning protocols.
- When possible: Wipe equipment down after each person; if not possible, ensure that all equipment is properly sanitized after each class or practice.
- EGC added Documentation: Staff will sign off when an area is cleaned; like public restrooms.
- Office Staff & Coaching Staff—will Sanitize frequently used items and surfaces on a regular basis; including light switches, door handles, counter tops, matting.
- Hand Sanitizer will be provided at the entrance to both facilities. Gymnasts, Parents, Visitors will be expected to use this upon entry to Erie Gymnastics and upon Exit.
- Erie Gymnastics encourages the use of contactless payments systems—such as our jackrabbit online gym management software.

#### STUDENT RESPONSIBILITIES:

- We will encourage students to help be responsible for their own supplies, including bringing and maintaining their personal gym bags, water bottles, hand sanitizer,....
- Students are encouraged to bring their own Hand Sanitizer as well as Water Bottles, personal Chalk bags, personal hygiene products (feminine products / deodorants / grips / combs...). As has always been recommended.
- Students (esp. Competitive Team) may wish to bring their own personal chalk. Block Chalk will be available in limited supplies for \$8.00/ block.
- Athletes will be expected to adhere to the gyms new 'safety protocols' & their athletes role in maintaining safety guidelines for themselves and others—both in and out of the gym.
- Athletes will be encouraged to keep 6 foot distance from teammates/coaches (when feasible), using hand sanitizer, washing hands frequently, not sharing water bottles or other personal items, telling coaches when they are not feeling well.
- Athletes should not 'spit' on grips to cut down on the transmission of germs on the apparatus.

## PARENT / GUARDIAN RESPONSIBILITIES:

- (Gym Owners) I am communicating with you about the 'new' safety protocols and your role as a family in maintaining safety guidelines for yourselves and others, including...
- Ensure your child and immediate household members are free from illness before coming to the gym. When in doubt, stay home.
- Parents are responsible to provide their child with personal gym items and talking to their children about not sharing items....
- Parents are responsible for educating their child on 'hand washing', 'social distancing', 'cleaning up after themselves', proper societal courtesies (covering their mouth when they sneeze or cough), how to use tissues....
- Parents should refrain from gathering in groups while in the lobbies & entry ways.
- Parents should be diligent about report and end times so as to not leave extra children here stranded in the lobby or offices.
- Parents are to wear masks when entering the gym, and to use hand sanitizer when entering and for the duration of their stay.
- Parents should 'refrain' (Summer months) from congregating at the open doors of the gyms.

## COMMUNICATIONS:

The following list of considerations were done (or scheduled to be done prior to EGC reopening) on behalf of management to try to satisfy our duty to ensure safety. These were recommendations made by various sources including USA Gymnastics / CDC / State & Local Agencies.

- Hold staff meeting & update staff handbooks to ensure staff is aware of the new safety protocols & their role in maintaining the environment. (Scheduled before opening)
- ◇ Run a mock practice with staff before athletes show up to ensure classes run smoothly & everyone knows their role. (Scheduled)
- Schedule a virtual parent & athletes meeting to share: (We will NOT be doing this via 'virtual meeting' for lack of technical reasons, instead this form was designed to cover most anticipated situations)
- ◇ Club cleanliness practice & procedures.
- ◇ Steps the club is taking to keep athletes / students / staff safe.
- ◇ Policies regarding spotting or incidental contact between students / staff.
- ◇ Class structure changes / business modifications / expectations of everyone.
- ◇ Expectations you have of the athletes (social distancing, following sanitation rules, following coaches instructions...) regarding gradual return to skill performance....
- ◇ Efforts to address parents concerns, including any accommodations or alternatives for parents who do not want their children to participate.
- Create signage to remind of safe distance protocol. (Done)
- ◇ Keep 6 feet of distance
- ◇ Only one parent viewing
- ◇ One entrance / one exit (if possible—not at all facilities)
- ◇ Water fountains closed.
- Be prepared to communicate your facility's safety protocols with public health officials. (Done, partially) Some officials have received copies. Some have ignored efforts on our part to submit plans.
- Provide visual of gym space and an overview of club's safety policies & procedures. (Done, and policies will be emailed to all clients / and / published on our website <https://eriegymnastics.com/info-%2Frules-%2Fpolicies>)
- Be prepared to communicate with concerned parents on your clubs decision to open. (Done)
- Use cleaning logs that are visible to parents & athletes to show when areas have been last cleaned. (Done)
- Communicate with other gymnastics clubs or youth sports facilities in the area to learn from each other. (Done & continuing to monitor)
- Reach out to community leaders, keep them aware of what you are doing to maintain a safe business. (Done & attempted to do numerous times)
- Prepare now for the possibility of future club closures due to COVID19.

## FINANCIALS:

Erie Gymnastics has operated & thrived for 30 years coming up on our 31st anniversary in July. Over those years we've worked with an estimated 20,000 children during that time. We have numerous ways we monitor our success. 85% of our business is 'word of mouth', meaning people who love our program tell other people. We've received numerous 'business awards' given to us by local media companies, city, township, county, State, and National awards. We have a 4.8 Star rating on various Social Media sites. My favorite however is that we have numerous '2nd Generation' students here at the gym. That is children who came to Erie Gymnastics Center & loved it when they were young, grew up, had children and brought their children here.

We did not maintain a healthy business for 30 years by not being fair. If we missed a class because of a 'Snow Day', we felt you 'paid for that class', and deserve a make-up class for that situation. If we made a mistake in any way, we generously tried to solve that mistake. We believe in charging a fair price for a great service.

However, due to this CORONA pandemic, we have had to examine our tuition policies going forward and are forced to make changes, which on the surface might not look entirely fair.

We closed down Monday— March 16th, 2020 ~ voluntarily and prior to any orders by the Government to do so. We considered it our responsibility to keep our children, families, ~ and staff safe. We were a few days later forced to remain closed by our Government, and told we were doing so for a 2 week period to 'prevent the hospitals' from becoming overwhelmed.

Despite the fact that the hospitals were never overwhelmed in our area, and quite the contrary, we were still ordered to remain closed for other reasons, that continued to change and morph over time. Team Lightning Inc. dba Erie Gymnastics Center spent considerable amounts of time & money based on our attempt to make our business & environment as safe as possible. Most of those efforts and money were wasted as we were blatantly ignored by many of our Local & State elected officials.

When we voluntarily closed our business, we did so with the utmost intention to protect our students, staff, & families in the belief that our elected officials had our collective best interests at heart. We believe that had they had our best interests at heart, they could have easily looked at our plans, which were through, well planned, considerate of circumstances... and either sent back feedback or allowed us to proceed with our safety plans & measures. However, we were lumped into a 'category' with some businesses that share very little to do with ours and forced to cease business indefinitely.

In March with our voluntary closure, we told our customers that since they missed 2 weeks of classes (the remainder of March), that we would 'make up' those 2 weeks, and/or 'credit' or 'refund' those 2 weeks. At that time, that sounded extremely fair. You paid for a month—we closed for 1/2 of that, so we will 'make-up' or 'refund' that 1/2 of month.

However, as a business, when we charge a tuition price or a product price, numerous things are factored into that price. Out of that tuition price, some of that money is used for the mortgage / rental of the facility. Some of that is used to pay the employees. Some of that is for the utilities, toilet paper usage, driveway repair, equipment update & purchase, cleaning supplies, insurances, legal work, advertising, taxes, ... and what is left (if any) is our 'profit' - or pay we receive for our work.

When looking back at this catastrophe, we lost a tremendous amount of money—far more than the "1/2 of month" that it first appears to be and which 'looks most fair' to both customer & business. You see, in the beginning of March, we collect our tuition on the 1st of each month. On the 2nd of each month, we pay all of our bills for the entire month. Thus, we paid the electric, the gas, the rent / mortgages... up front. That is the 'significant' bulk of each members share of tuition. Then, we paid our staff for the 2 weeks of which we were open. However, prior to our shut down, we also ordered 'new' custom equipment for the gyms, which arrived and had to be paid for upon arrival. We continued to pay (although reduced rates due to lower usage) for utilities into the future and now what turns out to be 3 months. In addition, we paid mortgages, insurances for student who are attending, and incurred numerous unforeseen expenses ~ without being able to 'mitigate' those expenses. In other words, giving back that 1/2 months tuition is no where near equal to the prices we charged for that month.

There are those who will say that 'that's the price' of doing business, which is correct, however when this happens to our business or any business, they must make 'adjustments' in their prices to reflect 'what is expected for a business' to maintain the ability to be open. For example, many 'rental businesses' charge a 'security deposit' to collect in advance in the event of any unforeseen situations. Banks, Car Dealerships... often require a down payment so as to recover money lost if — for whatever reason.... Insurance companies factor in 'tornados' in areas with little to no historic evidence of tornadic activity. That's 'factored' into the price you pay on many products from many "Large Businesses". Small Businesses like ours do not have these protections in place.

#### NEW FINANCIAL POLICIES:

- If Erie Gymnastics Center is 'forced' or 'compelled' to shut down by Government, Environmental, or at the discretion (as we had done in this case) of Management, all cancellations are forfeited by the customer. Make-up classes will NOT be offer nor will REFUNDS be issued for the closure.
- IF future events that are paid for in advance are cancelled, then it is at the discretion of management to pro-rate those funds proportionately in terms of the businesses 'actual' losses, or to consider these payments 'non-refundable'.

These rules begin June 1st 2020. We at EGC believe a 'hand shake' is a 'hand shake', and we intend to honor our word, and plan to make-up / refund our current customers for what we said at the time of closure. These new rules going forward will be enforced with the upmost honesty & integrity in an attempt to 'keep our prices' reasonable & fair, as well as remain here in business for at least another 30 years.