

Brenwynne Grigg

From: chad requa
Sent: Tuesday, October 6, 2020 7:36 AM
To: Economic Stabilization
Cc: Borough Assembly
Subject: Fwd: Extreme hardship grant proposal

I am Chad Requa. I am the owner of Southeast Fitness LLC. We do business as CrossFit Juneau. I am emailing to share how COVID-19 has impacted my business.

Revenues have been consistent over the last several years and average \$8,500 to \$9,000 per month. January and February were no exception this year. Then the shutdown happened in March. Sales dropped to around \$6,500 and in subsequent months has steadied around \$4,500-\$5,000 a month. Membership is down about 60%. About 10% of my members are in the Coast Guard and the entire west coast has been mandated that they can't go to a gym. Then the Coast Guard went a step further and told me not to charge their members because it's not their fault they can't go regardless of the fact that many of them were on a longer term contract with cancellation penalties. Overall membership is down about 60% in large part due to the shutdown causing many cancellations and then media and mandates also have many members afraid to attend the gym.

I previously had two trainers who helped me run some classes each week. One of the trainers is army Reserves and his wife is Coast Guard. He also stopped making himself available and as a result I had to cancel that class. My other trainer was also conned about the mandates and chose to stop attending the gym all together both as a member and a trainer.

Lack of tourism this year has affected the number of out of town visitors this year as well. Typically I earn between \$500 and \$1,000 a month diluting the tourist season for drop in visitors and selling apparel. That's gone to \$0/month this season.

If there are other specific questions please feel free to inquire!

Sent from my iPhone

Begin forwarded message: