

Greenwheel, LLC
3400 NE 11th Ave.
Oakland Park, FL 33334



May 20, 2022

Jennifer M. Frastai, ICMA-CM
Director of Engineering & Community Development
5399 North Dixie Highway, Suite 3
Oakland Park, FL 33334

Re: Initial Payment Extension of the First Amendment to In-Lieu of Parking Fee Payment Agreement Due around July 2022 ("the Agreement")

Dear Jennifer,

I am writing to request the City of Oakland Park defer the payment requested above. We are evolving as we continue to deal with the issues related to Covid, internal expansion and being located in an emerging downtown area.

- For the first four months ended 4/30/2022, our revenue grew 20% as compared to the same period from the previous year. This was achieved through our core business, personal training. Although we saw an improvement in sales, the percentage of compensation demanded by our trainers also increased. Our trainers are key to the business. The majority of our existing clients do not live in the immediate vicinity but will drive the extra distance to be trained by our trainers.
- As we shared with you last year, we discontinued group classes due to social distancing requirements. To offset the loss of revenue from the group classes, we made the decision to add physical therapy. We engaged a consulting group who helped us through the licensing process. From our discussions with them, we were expecting to add approx. \$100k in revenue. We opened this service but quickly halted due to complications with personnel and nuances of the industry. The startup costs related to physical therapy was approximately \$35k. We will likely reopen physical therapy once we have a suitable candidate who can manage this department.

Overall, we expect our revenue to keep growing primarily through our core business and from the increase foot traffic as the City's downtown population grows. We remain firmly committed to the City of Oakland Park, our business and our obligations as evidenced by our additional investments in G21 Fitness. Thank you for your support.

Regards,

Kimberly Wong

Kimberly Wong
On Behalf of the G21 Fitness Team

