



April 28, 2020

Hi Vargas Academy Members,

I am reaching out to all our VA families and friends to share our new options for enrollment. After some great emails, ideas, and conversations with a few of you, we have come up with options you may need during this time. We all know how difficult this time is for everyone. Thank you for your feedback and support. We just want you to know how much we really miss you!

I sincerely hope this email finds you and your family in good health during these unprecedented times. I also hope that you and your loved ones are enjoying family time together at home and are all healthy and safe.

First, a promise to you, your children, and the community:

This promise is to you, your children, the amazing Vargas Academy staff, and the community—VA will weather this storm and come back stronger than ever. To whatever extent necessary, every dollar I have ever saved will be pledged to our recovery and rebuilding. At the moment, we have trimmed all “non-essential expenses” and we are paying as much as we can to maintain the gyms vitality. We are all working together to support each other, sharing ideas and looking forward to being back with your children. We have closed down the VA building, however the inner workings of VA are still on-going, and we are taking care of the business for the future resumption of operations.

A little VA History:

I am not sure many of you know, I started VA in 2010 as a way to bring the best quality Parkour & Trampoline Gymnastics to Santa Cruz County. With limited Parkour & Trampoline gymnastic gyms in the area, I wanted to give the kiddos of this community the opportunity to be in a gym that offered something flippin’ fun & new! That is how my dream of Vargas Academy began. This all came together 10 years ago and has flippin’ flown by fast!

VA wants to continue to enrich families and friends’ lives:

As I am walking through our ghost-like facility, it was more difficult than I could ever imagine. The building is dark and silent, with all the lights off. The usual joyful chatter of kids having fun while learning was substituted with silence. “Sad” does not begin to capture the emotion for all of us at Vargas Academy.

As we begin to navigate having our children home for awhile, not only from school but from everything. VA has been thinking about our families & how we can bring you value in order to ease the stress to the families across our county with:

1. Email blasts through the gym.
2. Games posted through Facebook and Instagram.
3. Lists of fitness activities and games the whole family can do together.

Now is a great time to join our Facebook page & Instagram page! You can also email me at vvargas55@yahoo.com.

VA has created some options to help each family decide the best way to move forward during the pause of operations. We have been working with many other gym owners, business professionals, and local business owners as to the best way to care for all our families. We want to thank all of you for reaching out over the past week. We are so grateful for all those emails, offers to help and more. We are working on a reopening plan of action and need our communities help.

Below are the 3 options we have to offer for future enrollment.

OPTION 1

Remain Enrolled and Earn 10% Family Loyalty Credit (FLC)

All families remaining enrolled will be significantly rewarded, and we thank you for this support:

During our pause of operations, 10% of all tuition dollars your family pays beginning May 1, 2020 will be held as a credit to your account in the form of a "Family Loyalty Credit" (FLC). Your total FLC will be applied to each month's future tuition payment. We will apply this FLC credit to lower your monthly tuition rate once we resume classes.

EXAMPLE: Assume our pause of operations continues through June with resumption of operations on July 1, 2020.

- ✓ If your family's tuition is \$110/month, you pay your usual \$110 May tuition.
- ✓ In the month of June, you will receive 10% FLC toward your tuition (\$11 off tuition for June).

One more thing: If the resumption of operations is anytime other than the first of a month, all numbers will be prorated to that date.

Extra Thank You #1: You will also receive one FREE Day Pass per enrolled child per month of paused operations in your choice of:

- ✓ Open Gyms on Saturdays 9:00am-11:00am (Ages: walking - 16years)
- ✓ All missed classes mentioned above to make up the missed classes from May & June, as long as your child is currently enrolled until the end of 2020.
- ✓ Competitive Team athletes will also have special training clinics planned once we resume activity again.
- ✓ Thank you sincerely for considering this option. We won't let you down!

OPTION 2

Tuition Relief Option

Families who choose this option will only pay 50% tuition per month per enrolled child and retain their class spots. When classes resume, families will have the benefit to make-up the 50% of classes missed for each month that 50% tuition was paid.

EXAMPLE: Assume our pause of operations continues through June with resumption of operations on July 1.

- ✓ Your family typically pays a total of \$110 for monthly tuition (you would pay \$55 for the month of May).
- ✓ This 50% payment retains your spot in class for the following month of June.
- ✓ Plus, you will have make-up classes available for the half of May, which was paid for. Make-ups will be valid until the end of 2020 (must be enrolled to do make-ups once we resume operations).

OPTION 3

Unenroll & Drop from the program

We know some families need this option to unenroll from your current day and time of class, and we understand. Our procedure remains unchanged: simply fill out a drop notice before May 15, 2020, stating your desire to unenroll and drop from the program. If you have any questions or concerns, please feel free to reach out. I will depart with a heartfelt THANK YOU!!! Thank you for believing in Vargas Academy and especially for entrusting your most precious treasure to us. And more than can be expressed in words, thank you for your continued support!!

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