



June 4, 2020

Dr. Sara Cody, MD
Health Officer and Public Health Department Director
976 Lenzen Avenue
San Jose, CA 95126

Dear Dr. Cody:

Orangetheory Fitness (“Orangetheory”) has always been committed to our members’ health and safety, and that is especially true in the era of the novel coronavirus (“COVID-19”). Since our founding in 2010, Orangetheory has relied on our Medical Advisory Board (“MAB”), comprised of cardiologists, exercise physiologists, dietitians, and physical therapists, to ensure the wellbeing of our members during workouts. Yet Orangetheory’s concerns do not stop at whether our members achieve their exercise goals. Orangetheory has always been a clean, sanitary, and welcoming exercise studio where members feel safe and comfortable.

First and foremost, it is vital to understand that Orangetheory is not in any way like an open-format gym or fitness center. Members enter our studios to take part in regimented classes in which members’ movements are ordained by the certified coaches leading the class. There is a world of difference between a self-serve, open fitness center with members of the public freely roaming from machine to machine and an Orangetheory Fitness studio. Indeed, Orangetheory studios and similar instructor-led fitness centers—unlike open gyms—are uniquely positioned to impose strict protocols for public health.

Even before the era of COVID-19, our cleaning procedures – detailed below – were in line with or set industry standards.

1. Our coaches and staff help sanitize and dust the entire studio, including equipment and restrooms, regularly throughout the day when our classes are not taking place;
2. During classes, our coaches pass out sanitation wipes to each member to sanitize the equipment they used before transitioning to a new station (there are three stations at Orangetheory members use during class). Our studios also include multiple sanitation wipe dispensers for members to grab at any time they wish to wipe down their equipment; and
3. Our coaches consistently implore members to “wipe down your equipment before we make our transition” during class.

Given COVID-19 is a communicable disease, in addition to reviewing Centers for Disease Control and Prevention (“CDC”) guidelines, our MAB has consulted with public health and communicable disease experts along with other medical professionals to craft our reopening protocols (entitled, “Health and Safety: The Orangetheory Difference”), which we have attached to this letter for your review. You will see that our reopening procedures, including our cleaning, disinfecting, and social distancing protocols, exceed the CDC’s best practices guidelines. We want to highlight a number of our most important protocols aimed at reducing aerosol and surface transmission of viral disease. These protocols are in place at hundreds of our facilities around the nation right now.

Aerosol Protocols:

1. Before COVID-19, members could enter our studios at any time prior to the start of their class. Our new protocol prohibits members from entering the studio until five (5) minutes before their scheduled class time. Each member must wait outside the studio, maintaining at least six (6) feet of distance from each other (as marked on the pavement) before our staff opens the door for one-at-a-time entry;
2. We check the temperature of each member and ask several questions about symptoms and potential exposure before entrance into the studio. If a member is exhibiting symptoms of COVID-19, has recently been exposed to the virus or has a body temperature over 100.4 degrees, that member will be asked to refrain from taking class;
3. Upon entry into the studio, the member must immediately go to their assigned station (treadmill, rower, or the floor) and wait for class to begin;
4. To specifically address factors that can affect the distance that exhalation can travel, including, but not limited to, humidity and room temperature:
 - a. A typical Orangetheory class may involve forty (40) members. We have dramatically reduced our class sizes by more than one-half of that number to combat the humidity and temperature of our studios;
 - b. We always keep our studios cool in temperature to avoid overheating;
 - c. We have disabled fan functionality on our treadmills and do not operate any ceiling or wall fans to prevent increased spread of exhalation; and
 - d. A typical Orangetheory class lasts one (1) hour. In certain instances, we have reduced class times to forty-five (45) minutes to limit member exposure to the studio. This reduction in class time lowers the temperature and humidity curves in the studio.
5. In addition to reducing the number of members in a class by over Fifty Percent (50%), we no longer allow members work out next to each other in a class. We separate each member by at least one (1) station (at least six [6] feet apart), and strictly enforce such a policy throughout the class. Compliance with these measures can be expected to be higher than at any other fitness center, because Orangetheory has always enforced an assigned station policy, and members are fully aware of and understand this policy.

Surface Protocols:

1. Each Member is required to sanitize their hands upon entry into the studio;
2. We no longer allow members to use key hooks and strongly discourage the use of lockers for personal item storage;
3. In the past, each member normally used three (3) to four (4) sanitizing wipes during class. Coaches now pass out at least double that number – or six (6) to eight (8) sanitizing wipes – to each member per class;
4. Typical Orangetheory studios run classes all day long, separated by fifteen (15) to thirty (30) minute windows. New protocols reduce the number of classes in a given day to afford staff and coaches the opportunity to further disinfect and sanitize equipment and the studio at large;

5. By:

- reducing class sizes by over Fifty Percent (50%);
- reducing class time in certain instances by as much as Twenty-Five Percent (25%);
- reducing the number of classes in a given day; and
- doubling the number of disinfecting wipes our coaches pass out to members,

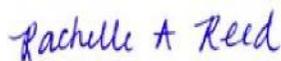
we are limiting or nearly eliminating member exposure to infection from surfaces;

6. Even though the CDC has stated that the virus does not spread well on surfaces, we are taking all necessary precautions to ensure that our members do not (and cannot) touch an infected surface; and
7. Previously, each station would have a new member on it within two (2) minutes during class. Given the reduction in class sizes and our mandated six (6) feet (every other station) distance protocols, that time has increased to up to fifteen (15) minutes before another member touches that surface following sanitization.

If the County of Santa Clara extends the Shelter-in-Place order beyond June, it will prevent us from operating our studios. We value our contribution to the County of Santa Clara and the residents of San Jose and its surrounding cities. Exercise is important for physical and mental health. We want to be part of the public health solution, not the problem, and our new protocols demonstrate that. Many of our studios are now open across the country, including, more than 400 of our 1,200 studios in various states. We have not run into any problems to date, which, in our estimation, means that our new protocols are working.

If I can be of any further assistance as you continue to reopen Santa Clara County, please do not hesitate to reach out to me.

Thank you,



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HEALTH AND SAFETY: THE ORANGETHEORY DIFFERENCE

As Orangetheory begins to reopen studios and slowly get back to a new normal, it's incredibly important we do so with an abundance of caution and a high level of confidence in our safety and disinfection policy changes, which align with CDC recommendations. The Orangetheory studio design, structured class schedule, block interval training and tight-knit community of franchisees enables us to have a more controlled environment in comparison to other fitness gyms. Below is what we're doing to ensure the health and safety of our members and staff.



Medical Advisory Board: Our Medical Advisory Board has been instrumental in developing our policy changes, cleaning and disinfecting protocols, coach reopening education, and staff and member safety protocols.



Continuous Heart Rate Monitoring: Members receive real-time feedback from coaches on when to pull back, or when to push a little harder. This technology allows us to monitor members' performance, maximize members' safety, and customize workout intensity.



Workouts Designed to Minimize Cross-Contamination: Thanks to our Fitness Design Team, we can control what equipment members use during class via verbal instructions from our coaches. Furthermore, our members are assigned to certain stations during the workouts to minimize both sharing of equipment and cross-contamination.



Reduced Class Capacity & Member Registration: We have required our studios to open with a significantly reduced class capacity to minimize congestion in the lobby spaces and to maintain social distancing/physical distancing recommendations set forth by the CDC. Since members are required to register for classes online ahead of time, we are able to control the number of members and staff present at the studio at any given time.



Class Scheduling Modifications to Allow for Disinfecting Protocols: Our Fitness Design Team has created 45- or 60-minute classes with a full 15 minutes of cleaning between each class. Notably, our studio will be completely emptied of members between classes to enable staff to clean and disinfect with CDC- and EPA-approved agents. Our staff will receive education on proper use of PPE while cleaning and disinfecting, and cleaning protocols are already established as part of employees' responsibilities.



Member & Brand Culture: Our staff and members are health-conscious individuals who are eager to participate in social distancing and cleaning protocols. It has always been a part of our studio experience to provide members with disinfecting wipes between interval blocks, and encourage members to wipe down every piece of exercise equipment they've used before rotating to the next station.



Coach Supervision: Our workouts are coach-led by certified fitness professionals trained in CPR/AED. Orangetheory coaches maintain the flow of the workout, provide verbal instructions regarding member safety and cleaning protocols, and continuously monitor members' physiological data.



Staff PPE: Our Medical Advisory Board has advised all staff to wear face masks while in the studio. Furthermore, staff should wear latex-free disposable gloves any time they engage in cleaning and/or disinfecting protocols. Coaches are required to wear protective eye covering while coaching, and we recommend that each coach uses their own microphone headset. Lastly, the importance of regular and effective hand-washing, as well as use of hand sanitizer, is integrated into our coaching protocols and checklists.