



May 22nd, 2025

The Honorable Chair Solomon  
Chair of the House Committee on Corporations  
82 Smith Street  
Providence, RI 02903

**Request to Amend HB 5247**

Dear Chair Solomon,

I am writing on behalf of the Rhode Island fitness industry to urge you to amend HB 5247.

The Health & Fitness Association is the leading trade association dedicated to enhancing mental and physical health through creating adequate access to physical activity. From health and fitness facilities, gyms, studios, sports and aquatic facilities, and industry partners—HFA works to promote and protect the Health & Fitness Industry to ensure there are diverse options to keep individuals moving. In Rhode Island, the health and fitness industry includes more than 200 fitness facilities and 1,500 employees.

Before signing an agreement, fitness facility consumers receive a comprehensive briefing on the terms, conditions, and costs of their continuous service agreement. The final “total price” may differ from consumer to consumer, including initiation fees, annual charges, monthly fees, cleaning fees, and optional services impacting the final agreed-upon “total price.” For many fitness facilities, different membership types include different initiation fees and annual charges. Therefore, advertising a final total price excluding government fees is extremely difficult in general application.

Additionally, some industry members offer personal training, spa treatments, and other ancillary services as a la carte options. These options are not automatically included in a membership and come at an additional cost that could be applied to the continuous service transaction, unable to be included in disclosure prior to their purchase. The bill creates the perception that ancillary services need to be disclosed upfront and in advertisements, regardless of whether consumers request or utilize these services. It is unclear whether “total price” includes the total price for the length of a health club contract term, annual fees, or ancillary goods or services such as personal training, massage therapy, or spa treatments. It is also vague as to whether fitness facilities need to include all of their membership tiers in a single advertisement.

We believe that the term “total price” does not provide sufficient clarity for industries such as ours that calculate charges based on increments of time and provide optional ancillary services.

Therefore, we have attached an amendment to this testimony that will provide additional transparency to fitness facilities and to Rhode Island consumers.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike Goscinski", with a stylized flourish at the end.

**Mike Goscinski**

Vice President for Government Affairs  
HFA –The Health & Fitness Association