

BUSINESS FOR SALE: JUMP-N-PLACE

7005 Woodway Drive, Suite 108, Waco, TX 76712



OFFERING SUMMARY

Sale Price: \$99,900

CUSTOM HEADER

- *Business & Business Personal Property For Sale*
- Business Opened In 2008
- 12 Large Colorful Inflatables
- 10,000 SF Lease Space in Londonderry Plaza
- Family Friendly Entertainment
- Annually Voted Best in Waco: Place for Child's Birthday Party
- Annually Voted Best in Waco: Place to Host a Play Group
- Financials Available Upon Request!
- Marketing and Operational Analysis Available Upon Request!

PROPERTY DESCRIPTION

H&A Commercial Team - KW Commercial would like to present this commercial business for sale!

Jump-n-Place is a family owned and operated entertainment center that has been in business for over 10 years. Jump-n-Place first opened in 2008. The current owners purchased Jump-n-Place in 2016, but due to an unexpected illness in their family they have made the difficult decision to sell the business to someone that can continue to grow and build it.

For more information on this business or any of our other properties, please contact the H&A Commercial Team – KW Commercial!

REGARDING BUSINESS OPERATION

- A tour is by appointment only. Please do not disturb the employees during business hours.

KW COMMERCIAL
3701 West Waco Drive
Waco, TX 76710

BRAD HARRELL, CCIM
Broker Associate/Senior Director
O: 254.870.0050
C: 254.870.0060
info@bradharrellccim.com
TX #363789

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Each Office Independently Owned and Operated harrellcre.com

A LETTER FROM THE OWNERS

7005 Woodway Drive, Suite 108, Waco, TX 76712



Dear Potential Buyer,

As the current owner of Jump-N-Place, it has been my privilege to manage this children's indoor playground for the past 2 ½ years. My family purchased Jump-N-Place from the original owners, who opened its doors in 2008. At the time, we had plans of my husband operating the business day to day, while I would maintain certain business procedures. However, due to an unexpected illness, I have continued to run Jump-N-Place on my own for nearly 2 years. As much as I love the business, and the service it provides to our community, I find that I need to be more available to my family. Therefore, we have decided to sell Jump-N-Place, hoping it finds new owners that can continue to grow and build it.

Coming into the purchase, we made several upgrades to both the assets and building (see attached list). We have significantly increased advertising, which has improved business, specifically with membership. Summer Membership has grown from 20-30 in the summer to over 200 for the summer of 2018. Annual passes have increased from only a handful to over 50 in 2018. We anticipate even higher Annual Membership for 2019. This has increased the number of open jumpers we have during open jump hours. We continue to specialize in birthday parties, winning Best of Waco and Locals Love Us every year for children's parties. We will be implementing new package options beginning January 1, 2019. I believe these new options will both increase revenue and provide more options for families. Additionally, we will be increasing the price of open jump to \$12 per child for an open jump session. This should make us more competitive with local entertainment, while not financially straining guests for their entertainment. We expect this increase to boost membership, and to increase open jump revenue for the next year.

During our time here, we have had many ideas for improving the business, but have not had the time to do so. I encourage the new owners to consider getting a food license and opening a concession stand. We currently provide small snacks, but a HUGE market exists for more nourishing food (i.e. hot dogs, popcorn, personal pizzas, nachos, etc.) I have learned that members are willing to spend more money once here, but they need something to spend it on. Food would be an excellent upgrade. We have also had many suggestions for a couple new inflatables and/or foam pit. These would be our next steps. We had plans for these from the onset of our purchase, but decided to refurbish all the rides we had first. This was a bigger project than first realized, but we have been successful in doing so. All the rides are in better condition than when purchased, and all but 1 slide liner has been replaced in the past year. Lastly, the new crane machine and chairs have been a big success. I suggest adding another option or two that requires additional payment for guests willing to spend more on different entertainment.

Additionally, to make Jump-N-Place more profitable to an owner, I strongly recommend that the new owners run the day to day shifts themselves. Due to my full-time job, I relied on staff to manage Jump-N-Place, having 3 shift leaders. While a shift leader is essential for supporting the owner and allowing for vacation time, an owner could reduce salaries significantly if they operated open jump themselves. The current operations would keep an owner very busy on the weekends, but allow lots of personal time during the week, specifically on Mondays and Wednesdays as days off.

Jump-N-Place has become a favorite past time for children in the Waco area. We are well-established and known to most locals. We are locally owned, advertising this with Towny, which is important to many Waco residents. The business is fun! I love watching children play and have made innumerable relationships with guests. My staff are amazing! They are hard-working and friendly. While managing teenagers has its challenges, seeing them grow into responsible young adults is rewarding. I want to see Jump-N-Place continue to be a thriving business in our community. Thank you for taking the time to read my thoughts and considering this purchase!

Blessings,
Shelly Rogers-Sharer

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ABOUT THE BUSINESS

7005 Woodway Drive, Suite 108, Waco, TX 76712



BUSINESS OVERVIEW

Jump-n-Place is a family owned and operated entertainment center that has been in business for over 10 years. Jump-n-Place first opened in 2008. The current owners purchased Jump-n-Place in 2016, but due to an unexpected illness in their family they have made the difficult decision to sell the business to someone that can continue to grow and build it.

The Jump-n-Place has been voted “Best In Waco” for multiple years as the “Best Place For A Child’s Birthday Party” and “Best Place To Host A Play Group”. This facility, along with the inflatables rides, is one of the cleanest business environments we have ever seen, which is a true example of the pride of ownership taken by the current owners. They believe a new owner with new blood and fresh ideas has the potential to expand the business even more than what they were able to accomplish in a short timeframe.

The business consists of 12 large colorful inflatables, a separate toddler play area, two large private party rooms, 2 restrooms, an office with a break room, and a nice spacious reception area as well as the other business personal property. Several upgrades have been made to the business since purchasing Jump-n-Place.

The business is housed in 10,000 square feet of lease space at the Londonderry Office/Warehouses located just off of Highway 84 in Woodway, which is near Providence Hospital. This idea location is convenient and easily accessible to all of Waco. This business would make an ideal venture for someone to invest in and grow the Jump-n-Place to its full capacity. I encourage you to visit their website at www.jumpnplace.net for more details about the hours of operation, fees, and party packages. Available on request are multi-year financials, business profile, asset listing, and seller’s business disclosure.

A tour is by appointment only. Please do not disturb the employees during business hours.

LOCATION OVERVIEW

Off Woodway Drive near Londonderry Drive and Old McGregor Road in the Londonderry Plaza.

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BUSINESS FOR SALE FOR SALE

ADDITIONAL PHOTOS

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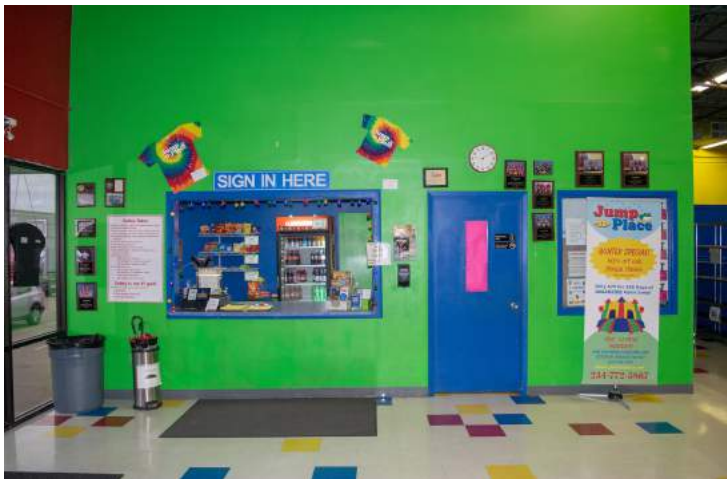
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BUSINESS FOR SALE FOR SALE

LONDONDERRY PLAZA

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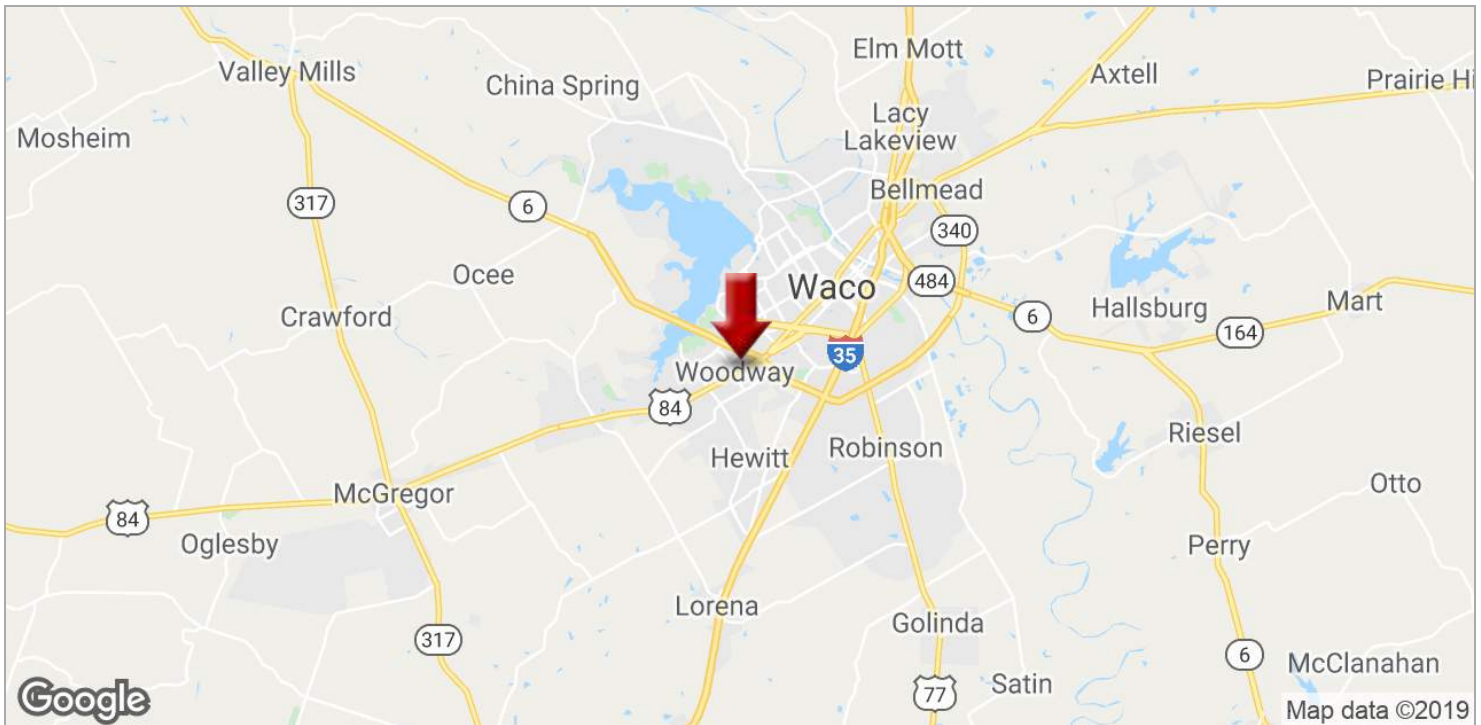
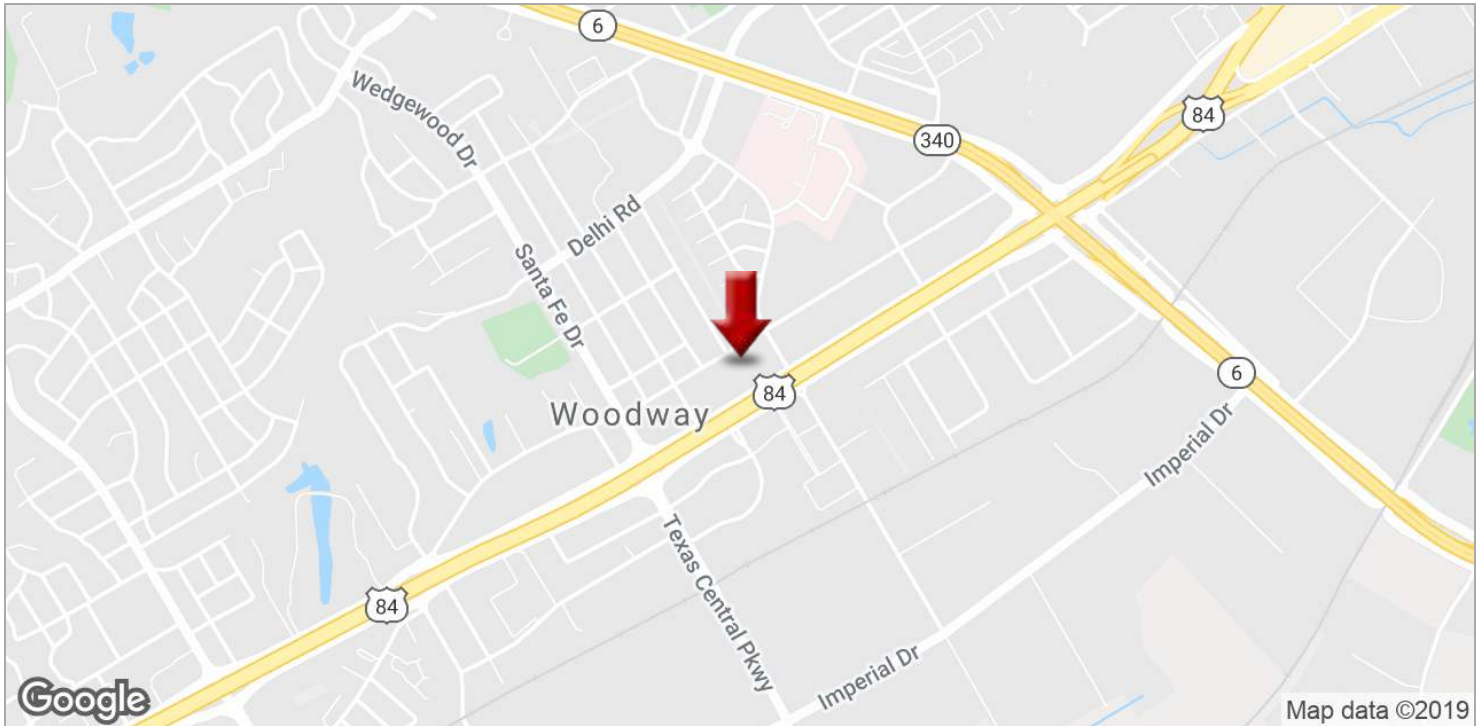
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LOCATION MAPS (LOCAL)

7005 Woodway Drive, Suite 108, Waco, TX 76712



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Waco, TX 76710

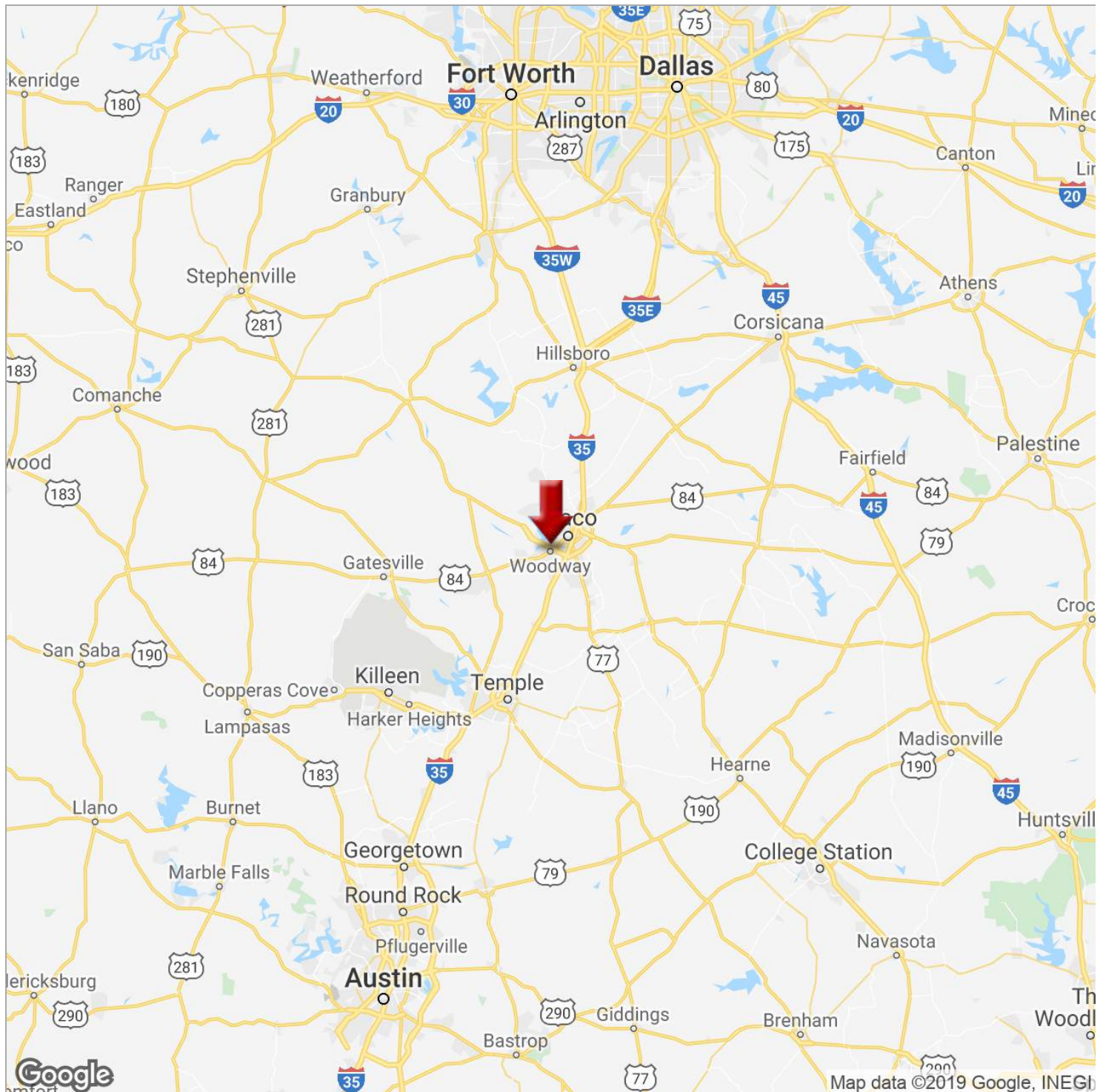
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LOCATION MAP (STATE)

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MARKETING BROCHURE

7005 Woodway Drive, Suite 108, Waco, TX 76712



Jump-n-Place
Your Family Entertainment Center



Voted #1 PLACE
FOR A CHILD'S BIRTHDAY PARTY!



Voted Loved Place
FOR CHILDREN'S FUN!

Whatever your reason for
celebrating, you'll always have a
HOPPIN' Good Time at
Jump-n-Place!

For questions or information call
254-772-JUMP (5867)

or visit
JUMPNPLACE.NET



Open Jump!

\$12 per Child
plus tax

Open Jump Hours

Monday & Wednesday
4pm-7pm

Tuesday & Thursday
10am-2pm and
4pm-7pm

Friday
10am-2pm and
4pm-9pm

Saturday
5pm-9pm

Sunday
12pm-3pm



FAMILY NIGHT
Only \$8 per Child
plus tax
Fridays 6-9pm

Private Parties Only
Saturday 10am-5pm
Sunday after 3pm
At other times with
20+ children

**Monthly, Seasonal, Annual
Memberships Available**
(\$25, \$60, \$150)
Plus up to 10% off
snacks and parties



Socks required to play
Signed waiver required
for all guests

v.1.19

**Jump
-n-Place**

7005 Woodway Dr.,
Suite 108
Waco, TX 76712

We are located in the
Londonderry Plaza on the
access road of Hwy. 84.

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www.jumpnplace.net



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MARKETING BROCHURE (BACK)

7005 Woodway Drive, Suite 108, Waco, TX 76712



Jump-N-Place Party Packages

Party Type	<u>The Lily Pad</u> <u>Personal</u> <u>Party</u>	<u>The Hip-</u> <u>Hop Mini</u> <u>Party</u>	<u>The Lil' Ribbit</u> <u>Open Jump</u> <u>Special</u>	<u>The Big Bounce</u> <u>Open Jump</u> <u>Special</u>	<u>The Tadpole</u> <u>Semi-Private</u> <u>Party</u>	<u>The Super</u> <u>Hoppy Semi-</u> <u>Private Party</u>	<u>The Mega</u> <u>Frog Private</u> <u>Party</u>
Price (before tax)	\$75.00	\$150.00	\$225.00	\$265.00	\$270.00	\$310.00	\$450.00
Children Attending	1-5 Children (Automatic upgrade to Hip-Hop if over)	6-10 Children (\$12.00 per additional child)	1-15 Children (Automatic upgrade to Big Bounce if over)	16-25 Children (\$12.00 per additional child)	1-15 Children (Automatic upgrade to Super Hoppy if over)	16-25 Children (\$12.00 per additional child)	Up to 40 Children (\$12.00 per additional child)
Total Guest Limit (Adults included)	12 Total Guests	20 Total Guests (Automatic upgrade to Lil' Ribbit if over)	30 Total Guests	Unlimited	Unlimited	Unlimited	Unlimited
1 hour & 15 min of Jump Time	●	●	●	●	●	●	●
Party Time at Reserved Table(s)	●	●					
45 min in Room w/ Party Hostess			●	●	●	●	●
Plates, Napkins, Forks, Spoons	●	●	●	●	●	●	●
Table Cloths of Color Choice	●	●	●	●	●	●	●
Juice Packet or Water per Child	●	●	●	●	●	●	●
During Open Jump Session	●	●	●	●			
Only 1 Other Party in Arena					●	●	
T-Shirt for Birthday Child				●		●	●
Entire Arena Reserved for Jump Time							●
2 Rooms/Hostesses Reserved 45 min							●

Party Add-ons:

- * Balloons
- * Tables
- * T-Shirts



Call to Reserve
254-772-5867
jumpnplace.net

\$50+tax Non-Refundable deposit required for all party reservations. *Double for Mega

Party celebrations without a reservation are not permitted

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WEBSITE: JUMPNPLACE.NET

7005 Woodway Drive, Suite 108, Waco, TX 76712



Serving Waco and the Surrounding Areas
254-772-JUMP (5867)

[Home](#) [Party Packages](#) [Group & Membership Info](#) [General Information](#) [Contact](#)

Jump-N-Place is all about fun! Play at our huge 8,500 sq ft jump arena!
\$12.00 per Child and Adults are always FREE!



Open Jump Hours:

Monday & Wednesday:

4:00pm - 7:00pm

Tuesday & Thursday:

10:00am - 2:00pm

4:00pm - 7:00pm

Friday:

10:00am - 2:00pm

4:00pm - 9:00pm

Saturday:

5:00pm - 9:00pm

Sunday:

12:00pm - 3:00pm

Private Parties ONLY:

Saturday: 10:00am - 5:00pm

Sunday: 3:00pm - 6:30pm

Socks REQUIRED to Jump!

Bring Your Kids to Our Amazing Indoor Play Center Today

Exciting Group and Membership Options!



Our local entertainment center offers you convenient memberships for unlimited open jump. Also, schools, church youth groups, and summer camps are most welcome to our facility at a discount.

[Group/Membership Info](#)



Whether you want a birthday party, team party, family reunion, or group activity, **Jump-N-Place** is your ultimate destination!

[Come have your PARTY with us!](#)

[Party Package Info](#)

[View/Download
Waiver of Liability](#)

Save Money With Our Special DISCOUNTS!



We honor our military families, firefighters, and police officers with special discounts. Also, join us for \$8 Friday nights after 6:00pm or take advantage of our 5 for \$50. [Contact](#) us today to learn more about our **DISCOUNTS**!

[Safety Rules/Guidelines Info](#)

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GOOGLE BUSINESS REVIEWS

7005 Woodway Drive, Suite 108, Waco, TX 76712



Jump-N-Place
7005 Woodway Dr #108, Waco, TX

4.5 ★★★★★ 116 reviews



Amber Illian
Local Guide · 19 reviews · 8 photos

★★★★★ 2 months ago · 📅

I love taking my son here, and he loves going! He is always wiped out after running through their bouncy obstacle courses, down the bounce slides, and shooting baskets in the bounce houses. They do care about safety as well, and seem to update their bounce houses periodically. They have limited hours, but you get a lot of fun for a cheap price. Adults are free, and allowed into the bounce houses with the kids to play! It's also great for birthday parties and play dates with kids of all ages.

👍 Like

Response from the owner 2 months ago

Amber, I'm so happy to hear you and your son enjoy your time here! It's great that everything hits the mark for you. Looking forward to the next time you make it our way! -Shelly, Owner



Ruthie Bucher5sss
Local Guide · 28 reviews

★★★★★ 3 weeks ago · 📅

Love this place. The staff is great. The time spent with my granddaughter is priceless.

👍 Like

Response from the owner 2 weeks ago

Ruthie, thank you so much for the kind words and support! It's great that everything hits the mark for you. Looking forward to the next time you make it our way! -Shelly, Owner



Andrea deBonoPaula
Local Guide · 24 reviews · 2 photos

★★★★★ 5 months ago

Love taking my son here to burn off his crazy energy. The annual pass is a MUST! The staff is so friendly and will play with the kids.

I wish there were more comfortable seating options for parents, and more concession options but still a fantastic place.

👍 Like

Response from the owner 4 months ago

Andrea, this is so great to hear! Thanks for bringing your son in for some fun and for your feedback. Looking forward to the next time you make it in! -Shelly, Owner



Savannah Breedlove
Local Guide · 268 reviews · 4 photos

★★★★★ a month ago

Great place to take your kids to play. Nice people clean environment.

👍 Like

Response from the owner a month ago

Savannah, this is so great to hear! Thank you for all your support. Hope to have you back our way soon! -Shelly, Owner



Candiss
Local Guide · 14 reviews

★★★★★ 6 months ago · 📅

My boys love it here! They always ask to go, and I don't mind especially on the hot days! It's like \$8 a kid, which is not bad when you stay for awhile. You have to have socks on to jump. I didn't know and had my son in sandals, but the ladies in the front let us borrow a brand new clean pair for our visit.

👍 Like

Response from the owner 6 months ago

Candiss, I'm so glad your boys enjoy jumping here! We always want our jumpers to have the best time, and it's great to know your experience was nothing less. I'm looking forward to the next time y'all make it our way! -Shelly, Owner

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Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

11-2-2015



TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Global Realty Partners LLC			
KW Commercial	9003002	klrw552@kw.com	(254) 751-7900
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Al Rincon	525285	alrincon@kw.com	(254) 716-3642
Designated Broker of Firm	License No.	Email	Phone
Amanda LaRue	543380	alarue@kw.com	(254) 315-0138
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Brad Harrell, CCIM	363789	info@BradHarrellCCIM.com	(254) 870-0050
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date