



Ben Hill County Revolving Loan Fund Board

O.D. Netter 229-425-1715

09/24/2019

Loan Approval by Ben Hill County Revolving Loan Fund Board on
9/23/2019

Requesting approval by Ben Hill County Commissioners

For a New Business: 1 full time and 3 part time jobs

Ricky Manning, DBA "Bounce With Ya Family Entertainment"

607 West Central Avenue, Fitzgerald, Ga. 31750

229-425-5666, email: benrealnbenhill@hotmail.com

Employer: Elixir Door and Metal Company, 229-423-4311

- RLF Motion by Eric Stone and seconded by Joseph Manley
Pass 3 – 0 (Constance Manley not present)

New Loan

For a start-up portable family entertainment business, that offer bounce houses for children and mechanical bull riding for children and adults, also food.

LOAN AMOUNT

\$30,000.00

3.75% interest rate for 6 years

You must provide us will purchase paperwork!

O.D. Netter 425-1715

RLF Meeting 09/23/18 12 p.m. BHDA Meeting Room

Attendance: E. Stone, J. Manley and O. Netter

Board members

Ricky Manning

County Commissioners Meeting 10/08/2019

Ben Hill County
Revolving Loan Fund Board
324 East Pine Street
Fitzgerald, GA 31750
229-426-5100

A handwritten signature in blue ink, appearing to be "O.D.", is written over the printed address information.

BOUNCE WITH YA

(Portable Family Entertainment)

Executive Summary

Bounce With Ya (You) is a start-up portable family entertainment business, proposed by Rickey Manning – (229) 425-5666 - 607 West Central Avenue Fitzgerald, GA, 31750, that will offer bounce houses for children and mechanical bull riding for children and adults. This profit-making business will provide services in a structured and safe environment with age appropriate music and games at all times. Children will be able to run and jump; younger children have lots of energy to release from their body and they need activities like running and jumping and climbing on things.

MARKETING

Bounce With Ya will take advantage of several factors to drive its growth. The local area of Ben Hill, Coffee, Irwin, Tift, Turner, and Wilcox is in need of a service like this because kids have very limited opportunities for entertainment of this kind. Bounce With Ya will foster an environment that includes exercise and social exposure in a kid-friendly, clean, and safe environment. It will be priced reasonably.

This is one of the newest and freshest family entertainment ideas around. The local area is ready for a new product geared towards children. Bounce With Ya will bring old-fashioned customer service to children and their parents. Bounce With Ya will help strengthen society and family fun.

Marketing and advertising for the business will include radio spots, social media, flyers, and business cards. The owners will assume full financial responsibility for marketing; therefore, no loan funds have been budgeted for marketing.

Once a request for services is made, Bounce With Ya will contact customer to schedule the setup. The number of crew members dispatched will be determined by the number of bounce houses requested. Bounce With Ya will have bounce houses set up one-hour before start time. At the end of contracted time, the bounce houses will be broken down accordingly.

Costs for services are as follows:

- \$180 per bounce house – 6-hour limit
- \$5 per ride for kids mechanical bull (festival) – operated only by owner
- \$10 per ride for adults mechanical bull (festival) – operated only by owner
- \$100 per hour for mechanical bull – private party

PROFITABLE GROWTH

Bounce With Ya expects to gain a profitable market share within a very short period of time. The market is far from being saturated with competitors. Therefore, very positive factors lend themselves toward a substantial generation of revenue. The projected revenue for the first year is \$25,000; second year is \$30,000; third year is \$40,000; fourth year is \$50,000; and fifth year is \$65,000.

THE OPPORTUNITY

The family entertainment industry is highly diverse and includes many activities enjoyed by parents and children alike. Below is a list of potential venues and the target number of events per venue type:

- Daycare Centers – 10 events x \$700 = \$7,000
- Birthday parties – 20 events x \$400 = \$8,000
- Carnivals – 10 x \$700 = \$7,000
- Family reunions – 10 events x \$250 = \$2,500
- Festivals – 15 x 1,000 = \$15,000 – Some of the festivals are as follows:
 - Wild Chicken in Fitzgerald
 - Fire Ant in Ashburn
 - Sweet Potato in Ocilla,
 - Turtle and Tortoise in Douglas
 - Grits in Warwick
 - Wild Hog in Abbeville
 - Love in Tifton
 - Martin Luther King Day in Fitzgerald
 - Grand Homecoming in Fitzgerald
 - Seaboard Side Day in the Park, Fitzgerald
 - Fourth of July Celebration in Fitzgerald
- Trail Rides – 10 x 800 = \$8,000

Carnival foods will be provided at an additional costs. The offering will consist of hot dogs, popcorn, and cotton candy.

JOB CREATION

There will be the creation of 3-6 part-time positions. Persons sought for the positions will be the unemployed and those who fall in low-to-moderate income bracket. Each person will be trained in the setup and breakdown of the equipment. Employees will be paid \$20 for setup of each unit and \$20 for breakdown of each unit.

INSURANCE

Due to the nature of the services provided, it is a must that Bounce With Ya has liability insurance. The amount of coverage will be \$1 Million. Other insurances secured will be life for the owner, automobile for the truck and trailer, and auto repair.

USE OF REQUESTED FUNDS

The budgeted use of the requested funds is as follows:

- \$ 7,000.00 = Various Bounce Houses
- \$ 3,000.00 = 2 Waterslides x \$1,500
- \$ 3,500.00 = Mechanical Bull
- \$ 9,000.00 = Truck
- \$ 3,000.00 = Trailer
- \$ 1,200.00 = Generator
- \$ 280.00 = Hot dog machine
- \$ 160.00 = Popcorn machine
- \$ 200.00 = Cotton candy
- \$ 2,660.00 = Insurances, business license, etc.

\$30,000.00 – TOTAL FUNDS REQUESTED

SUSTAINABILITY

The future of Bounce with Ya is bright. This start-up business will be self-sustaining based on the projected revenue. The owner is in the process of working with an investment company to expand its services and offerings via a physical location. Bounce With Ya will eventually be both mobile and stationary. The total number of employees will triple in number. What a boost this will be to the economy of Ben Hill County!