

Indoor Playgrounds A buying guide



HOW DO I GO ABOUT OPENING A FAMILY ENTERTAINMENT CENTRE?

Rhinoplay has helped many people open an indoor play centre from large franchise operators to independent customers who are new to business.

Here you will find step by step guide outlining the main milestones along the way to opening your new centre.

Of course, every project is unique, so don't forget that our friendly staff are here to assist you every step of the way.



A STEP BY STEP GUIDE

Write a business plan to establish viability and budgets

Planning for a new business is a very important ingredient for success. There is lots of good information available online to assist you or seek out the advice of an independent business planner. This process will help you become clear about the cost of setting up, the revenue required to sustain the business and the return you should expect from your new business.

Ensure you have the funds available to proceed

Your business plan should give you clarity around the funds you will need to start your business. A typical FEC will require a lot of new equipment such as café equipment, furniture, floor and wall furnishings, party rooms, toilets, computers, cash registers and so on. Before moving to stage 3 it is important to ensure you can finance all of the new equipment required along with the other set up costs of your business. A finance broker, bank or other financial institution can assist you with this if necessary.

Find suitable premises

This is perhaps the hardest and most time consuming stage as you will need to find a premise that fits with your business plan and budget. Your new premises will need to have high ceilings to accommodate the different types of play equipment available. We recommend between 5 and 6 meters. Other factors such as location and access are important for mothers with prams and people with disabilities.

Average total floor space for an IPC	
Small centre	500 m ²
Medium centre	500 m ² to 1000 m ²
Large centre	1000 m ² +

Recommended equipment budget for a IPC	
Small centre	\$100,000 - \$200,000
Medium centre	\$200,000 - \$300,000
Large centre	\$300,000 +

*prices include installation



Check zoning and permit requirements

Call in to your local council and ask them about the premises you have selected and its suitability as an FEC. Over the counter advice is free and can save you a great deal of time. If they think the building is suitable, ask them to recommend a local town planner or architect familiar with council regulations. Also ask your council if you will need to submit a Development Application (DA) for your premises (see step 6).

Negotiate and sign a lease (pending Council Approval)

Negotiate and sign a lease for the selected building. If you sign a 3 year lease with a 3 year option (3+3), you should ask for at least 3 months free rent. This may allow you enough free rental time, to fit out your building and open your centre before needing to pay rent.

Submit your DA and send your final plans to Rhinoplay

This is where the fun starts. Your Development Application will take around 8 to 12 weeks depending on the council. This is the best time for us to design your play structure. We now have ample time to produce a fantastic play structure, custom designed to your premises, budget and criteria. It is important to be clear about what you want to achieve and your budget. Try to provide us with as much information as possible. Plans and photos of your building and any other information that you can provide will be a great help. We will be able to create a fantastic custom designed play structure to fit your building and your budget well before council approve your DA. Don't forget that we can create amazing themes and can also brand your play equipment with your corporate logo or characters free of charge.

Placing an Order

Once you are happy with the design and quotation, simply sign the quotation and fax to our office for processing. This will allow our staff to prepare for your DA approval. As soon as your DA is approved you simply pay your deposit and the equipment will be ordered immediately.



COMMONLY ASKED QUESTIONS

Do you offer Finance?

No. We recommend you speak with a finance broker or other financial institution for any financial needs.

What insurance do I need and is it expensive?

As a minimum, a typical FEC will require Public Liability Insurance. Insurance can be very expensive or even impossible to get depending on variables such as where you purchased your equipment from. Rhinoplay assists all its customers by introducing them to our insurance broker once an order is placed. Our broker will then offer very competitive insurance solutions in the knowledge that your equipment is being supplied and installed by the most reputable commercial playground specialist in Australia.

Is Rhinoplay equipment safe?

Our equipment is designed to meet or exceed current Australian standards. We provide a certificate of conformance and equipment manual with the purchase of every play structure for your peace of mind. We can provide independent third party inspections and certification if requested (charges apply). Our director Ryan Gillatt is on the Australian Standards Committee CS-005 for playground equipment.

How long does the process take once I place an order?

Upon receipt of your deposit payment we will start the manufacturing process. Manufacturing can take anywhere from 4 to 8 weeks depending on the time of year, the quantity of product required and the amount of orders we are currently processing. Shipping usually takes around 3 to 4 weeks again depending on factors such as time of year, and site location. Installation time varies depending on the amount of equipment requiring installation. This can be anywhere from 1 week to 8 weeks. On average, manufacturing takes 5 weeks, shipping is 4 weeks and installation is 4 weeks.



Are there any hidden charges or extras?

No. Rhinoplay will always stick to the quoted price as accepted by our customers.

Does Rhinoplay Offer Maintenance?

Yes. Rhinoplay offers maintenance and inspection services throughout Australia and New Zealand. Maintenance is vital to ensuring the safe operation of your play equipment for the enjoyment of your patrons. We recommend a scheduled maintenance programme be booked with our friendly service staff.

Can't I just import play equipment myself and save some money?

Yes and No. You can import play equipment but it is likely to be a much more expensive process for the following reasons:

1. The cost of the product is likely to be the same price or more due to the low volume of your order
2. You will be deemed the manufacturer of the equipment under Australian Law and will be liable for the equipment and its safety
3. It is highly unlikely that you will be able to obtain Insurance which will leave you and your business totally exposed to litigation (check with an insurance broker)
4. In the highly unlikely event that you do manage to obtain insurance, the cost of the insurance may be astronomical due to the risk faced by the insurer and the need for additional insurance such as Product Liability Insurance and Professional Indemnity. (check with your Insurer)
5. Finding an experienced playground contractor to install the equipment will be extremely difficult and very expensive. If you do manage to find a contractor then the cost of the installation is likely to be significantly higher

Why Rhinoplay?

Purchasing play equipment is usually a large and long-term investment so it is vital that you get it right the first time. Rhinoplay is a preferred supplier to large corporations with the most stringent safety and quality requirements which benefits all our customers. Our owner and director has been designing play structures for 25 years and is a member of the Australian Standards Committee. He has also owned and operated an FEC and so understands issues from the customers and operators point of view.

I have another question

Just give us a call or send us an e-mail and we will be more than happy to answer any questions that you may have.