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**STATE OF WASHINGTON  
DEPARTMENT OF FINANCIAL INSTITUTIONS  
SECURITIES DIVISION**

IN THE MATTER OF DETERMINING  
Whether there has been a violation of the  
Franchise Investment Protection Act of  
Washington by:

Get Air Management, Inc.

Respondent

Order No.: S-19-2816-20-CO01

CONSENT ORDER

Pursuant to the Franchise Investment Protection Act of Washington, RCW 19.100, the Securities Division and Respondent Get Air Management, Inc. do hereby enter into this Consent Order in settlement of the matters alleged herein. Respondent Get Air Management, Inc. neither admits nor denies the Findings of Fact or Conclusions of Law as stated below.

**FINDINGS OF FACT**

**Respondent**

1. Get Air Management, Inc. is a Utah corporation formed on June 19, 2013 that uses a business address in Roy, Utah. Get Air Management, Inc. provides management-related services to approximately 60 trampoline parks located throughout the United States that do business under the name Get Air Trampoline Park. The President and CEO of Get Air Management, Inc. is Jacob Goodell.

**Related Entities**

2. Get Air Franchise, Inc. is a Utah corporation formed on June 26, 2018. On March 28, 2019, Get Air Franchise, Inc. filed an initial franchise registration application (DFI File No. 70016709) with the Securities Administrator. The franchise registration application disclosed that Get Air Management, Inc. previously licensed the Get Air name and system to numerous trampoline parks in the United States, including some in Washington, as described below. Franchisees have the right to use the Get Air trademark and system,

CONSENT ORDER

DEPARTMENT OF FINANCIAL INSTITUTIONS  
Securities Division  
PO Box 9033  
Olympia, WA 98507-9033  
360-902-8760

1 which includes standards, methods, merchandising, marketing, décor, a proprietary point of sale system,  
2 specifications, and procedures.

### 3 **Nature of the Conduct**

4 3. Between approximately 2013 and 2019, Get Air Management, Inc. entered into verbal and  
5 written agreements with the owners of three trampoline parks in Washington.

6 4. In 2012, some residents of Idaho paid an affiliate of Get Air Management, Inc. (Trampoline  
7 Park, LLC) to construct a trampoline park in Kennewick, Washington. In approximately April 2013, the  
8 owners of the trampoline park entered into a verbal agreement with the principals of Get Air Management,  
9 Inc. The owners of the Kennewick park were authorized to use the Get Air trademark and system at the  
10 Kennewick park in exchange for a fee of 5% of the park's gross sales. In September 2016, Get Air  
11 Management, Inc. executed a written agreement with the owners of the park to memorialize its prior  
12 agreement. Under the written agreement, the owners of the Kennewick park agreed to pay a royalty fee of  
13 5% of the park's gross receipts, with a minimum monthly payment of \$3,000 per month. Get Air  
14 Management, Inc. agreed to provide the owners of the park with marketing support, promotional materials, a  
15 website, operational software, accounting services, and other services.

16 5. In 2014, the Idaho residents paid the affiliate of Get Air Management, Inc. to construct a new  
17 trampoline park in Yakima, Washington. In September 2014, the owners of the trampoline park entered into  
18 a verbal agreement with the principals of Get Air Management, Inc. to use the Get Air trademark and system  
19 at the Yakima park, in exchange for a fee of 5% of the park's gross sales. In approximately June 2017, the  
20 Yakima park changed ownership and Get Air Management, Inc. later executed a written agreement with the  
21 new owners of the park to continue to use the Get Air trademark and system. Under the written agreement,  
22 the new owners of the Yakima park agreed to pay a royalty fee of 5% of the park's gross receipts. Get Air  
23 Management, Inc. agreed to provide marketing support, promotional materials, a website, operational

1 software, accounting and other services.

2 6. In December 2014, a Washington business entered into a written agreement with Get Air  
3 Management, Inc. for a new trampoline park in Spokane, Washington that is partly owned by an affiliate of  
4 Get Air Management, Inc. Under the written agreement, the owners of the Spokane park were authorized to  
5 use the Get Air trademark and system for a royalty fee of 5% of the park's gross receipts. Under the  
6 agreement, Get Air Management, Inc. also agreed to provide marketing support, promotional materials, a  
7 website, operational software, accounting services, and other services.

8 7. Get Air Management, Inc. did not provide any of the owners of the Washington trampoline  
9 parks with a franchise disclosure document (FDD).

#### 10 **Registration Status**

11 8. Get Air Management, Inc. is not currently registered to sell franchises in the state of  
12 Washington and has not previously been so registered. There is no notification of exemption on file with the  
13 state of Washington. As described above, on March 28, 2019, Get Air Franchise, Inc. filed a franchise  
14 registration application with the Securities Division. To date, that franchise registration application has not  
15 yet been approved.

16 Based upon the above Findings of Fact, the following Conclusions of Law are made:

#### 17 **CONCLUSIONS OF LAW**

18 1. The offer or sale of agreements described above constitutes the offer or sale of a franchise as  
19 defined in RCW 19.100.010(6), RCW 19.100.010(12), and RCW 19.100.010(17).

20 2. The offer or sale of said franchises was in violation of RCW 19.100.020 because no  
21 registration for such offer or sale is on file with the Securities Administrator.

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1 3. The offer or sale of said franchises was in violation of RCW 19.100.080 because the  
2 Respondent failed to provide the franchisees with a franchise disclosure document prior to the sale of the  
3 franchises.

4 **CONSENT ORDER**

5 Based upon the foregoing and finding it in the public interest:

6 IT IS AGREED AND ORDERED that Respondent Get Air Management, Inc., and its agents and  
7 employees shall each cease and desist from offering or selling franchises in violation of RCW 19.100.020,  
8 the registration section of the Franchise Investment Protection Act of the state of Washington.

9 IT IS FURTHER AGREED AND ORDERED that Respondent Get Air Management, Inc. and its  
10 agents and employees shall each cease and desist from any violation of RCW 19.100.080, the franchise  
11 disclosure document section of the Franchise Investment Protection Act of the state of Washington.

12 IT IS FURTHER AGREED AND ORDERED that Respondent Get Air Management, Inc. shall be  
13 liable for and shall pay investigative costs of \$1,000 prior to the entry of this Consent Order.

14 IT IS FURTHER AGREED that the Securities Division has jurisdiction to enter this Consent Order.

15 IT IS FURTHER AGREED that Respondent Get Air Management, Inc. enters into this Consent Order  
16 freely and voluntarily and with a full understanding of its terms and significance.

17  
18 IT IS FURTHER AGREED that in consideration of the foregoing, Respondent Get Air Management,  
19 Inc. waives its right to a hearing and to judicial review of this matter.

20 Signed this 27th day of February, 2020

21 Signed by:  
22 Get Air Management, Inc.

23 By /s/  
Jacob Goodell, President

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SIGNED and ENTERED this 17th day of March, 2020



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William M. Beatty  
Securities Administrator

Approved by:

Presented by:



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Suzanne Sarason  
Chief of Enforcement



\_\_\_\_\_  
Robert Kondrat  
Financial Legal Examiner