



Multi-Unit **Franchisee**

SPECIAL ANNUAL EDITION

2021 BUYER'S GUIDE

MEGA 99

Ranking the top U.S. franchise organizations

MULTI-UNIT 50

Ranking the most multi-friendly brands



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MULTI-UNIT DOMINATION

The growing trend of multiple ownership continues

In its early days franchising was characterized by hands-on single-unit operators who worked in and on their business to build their own success: “Buy yourself a job.” In recent decades a tectonic shift has occurred: Multi-unit operators now are the majority of franchisees.

Franchise Update Media has been following this trend since it began. In 2004 we launched *Area Developer* magazine, soon renaming it *Multi-Unit Franchisee* magazine to expand our coverage of the evolving forms of multi-unit ownership. In the ensuing years, as we strove to serve this new and expanding breed of entrepreneurs and educate them on this growing phenomenon, we were learning too.

In the inaugural issue of the magazine, former stockbroker John Prince opened up about how he had become a multi-brand operator with Applebee’s, Aaron’s, Famous Dave’s, and Hooters. He told us that the cash flow from his restaurants covered the locked-in inventory cost of his Aaron’s rental stores. Then we discovered Jim Gendreau, another multi-unit pioneer, in his case a serial franchisee for several brands, including dozens of Cost Cutters. And Tom Larson, a lodging and restaurant operator with 7 brands, which at the time we thought was phenomenal. We asked, How did they do it?

Since then, we’ve profiled and interviewed hundreds of multi-unit operators, spoken with specialists and experts on every aspect of the business, and tallied numbers, stats, lists, and rankings highlighting the rapid growth of these operators and their organizations—not only of their growing numbers, but also of their professionalism, passion, determination, generosity, and community involvement.

Next we launched the annual Multi-Unit Franchising Conference (MUFC), which has grown from a few dozen attendees at the start into a major event attracting nearly 2,000. To meet the growing needs of this emerging juggernaut, we added digital content that today includes an information-packed website and online

newsletters and resources, documenting the growth and serving the needs of the expanding ranks of multi-unit and multi-brand franchisees across the U.S. and across the world.

It’s unlikely this business shift would have occurred without franchisors also recognizing the trend and altering how they think about multi-unit franchisees. Once fearful of allowing any franchisee group to grow too large, they soon recognized the power of partnering with the right operators—interested in growing the brand together with them. Franchisors adapted, changing how they marketed and recruited franchisees, and revising their FDDs and processes to accommodate this new way of franchising. Today it’s not uncommon to hear of multi-unit deals in excess of 50 or 100 units, and 3-packs or 5-packs as standard offerings at many brands.

We’ve found multi-unit franchisees to be as friendly and approachable as they are smart and savvy. They will speak at length about how they have achieved success, and freely provide advice on how others also can succeed. In fact, the best of them *want* others to succeed as they have, and have baked a career path opportunity into their plans for every new hire. And at the MUFC, they share freely, whether on stage, on a panel, or in the hallways informally, offering insights to others interested in following the same path.

For 2021, we’ve assembled a fresh, new edition of the Multi-Unit Buyer’s Guide. It’s an essential resource for connecting expansion-minded multi-unit operators with like-minded franchisors. In the following pages you’ll find information direct from franchisors to help you evaluate new opportunities to diversify your portfolio of franchise brands and grow your organization.

These franchisors understand—and are actively seeking to connect with—successful multi-unit franchisees to help them penetrate new markets, a perfect win-win for operators seeking the best brands to invest in. We hope this guide helps all involved. New and prosperous partnerships could be just a few pages away! ■

MULTI-UNIT OWNERSHIP ON THE RISE

MUOs now control 55% of franchise units

Written By **DARRELL JOHNSON**

The nearly 45,000 multi-unit operators (MUOs) in the U.S. today control more than half (54.8%) of all franchised units in the country, amounting to approximately 228,000 total units.

The steady expansion of multi-unit dominance began in the late 1980s, and has been accelerating ever since. For decades, a majority of U.S. franchised units were controlled by single-unit operators, based on the idea of buying yourself a job and perhaps expanding—but nothing like the scale we see today.

There are two big drivers of this shift. The first is that we raised a generation of franchisees with growth on their minds. They pushed beyond the older “buy a job” mentality from the moment they started in franchising, armed with business plans aimed at multi-unit expansion. The second is cooperative franchisors that went from being concerned by too much franchisee power to actively designing development programs around multi-unit models.

Some of today’s largest franchisees are: Flynn Restaurant Group (2,355 units, Applebee’s, Arby’s, Taco Bell, Panera, Pizza Hut, Wendy’s); Carrols Group (1,085 units, Burger King, Popeyes); Sun Holdings (1,045 units, mostly Burger King, T-Mobile, Popeyes, Taco Bueno); KBP Foods (895 units, KFC, Taco Bell); and Dhanani Group (824, mostly Burger King, Popeyes).

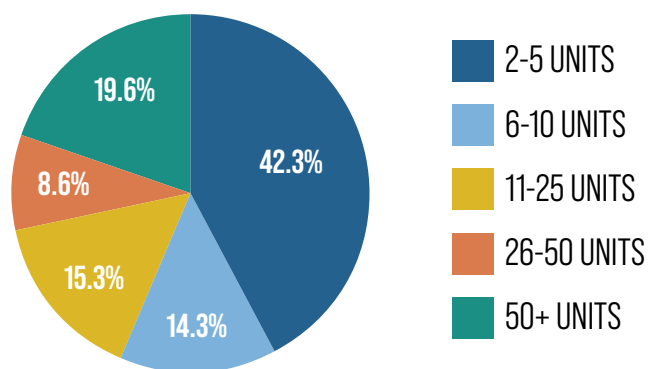
As with these five franchisees, industries with the highest concentrations of multi-unit franchisees are found mostly in the food space. As the table shows, within the food space, 82.3% of franchised QSR businesses are controlled by multi-unit franchisees, followed by sit-down restaurants at 72.3%, and retail food at 53%. Also of note is the rise of some non-food industry classifications, such as beauty-related, automotive, clothing retail, and real estate.

Top 10 Industries by MUF Control	% Multiple Units
QSR	82.3%
BEAUTY-RELATED	74.3%
RESTAURANTS (SIT-DOWN)	72.3%
AUTOMOTIVE	54.4%
RETAIL FOOD	53.0%
CLOTHING & ACCESSORIES	52.9%
REAL ESTATE	51.5%
BUSINESS-RELATED	49.5%
FROZEN DESSERTS	46.2%
SERVICES - GENERAL	43.0%

At the other end of the spectrum, none of the photo-processing related franchised businesses are controlled by multi-unit franchisees. There are also low concentrations of multi-unit franchisees in the publication (2.6%) and travel business (2.3%) verticals. Perhaps the most important point to note here is that multi-unit franchising has penetrated almost all industries where the franchise business model is found.

There are some interesting geographic distinctions as well. States in the Northeast and Midwest regions have the highest percentages of units owned by single-unit franchisees; while the majority of units in the South and West are owned by multi-unit franchisees. Examples of states or territories with a higher percentage of units in the hands of single-unit franchisees include Washington, D.C. (61%), New Jersey (60.2%), Rhode Island (59.1%), Delaware (57.4%), and Montana (56.3%). West Virginia, at 60.9%, has the largest concentration of units controlled by multi-unit franchisees, followed by Missouri, Arkansas, Oklahoma, Ohio, and Kansas, which all have more than 56% of franchises operated by multi-unit franchisees.

SHARE OF UNITS CONTROLLED BY FRANCHISEE TYPE



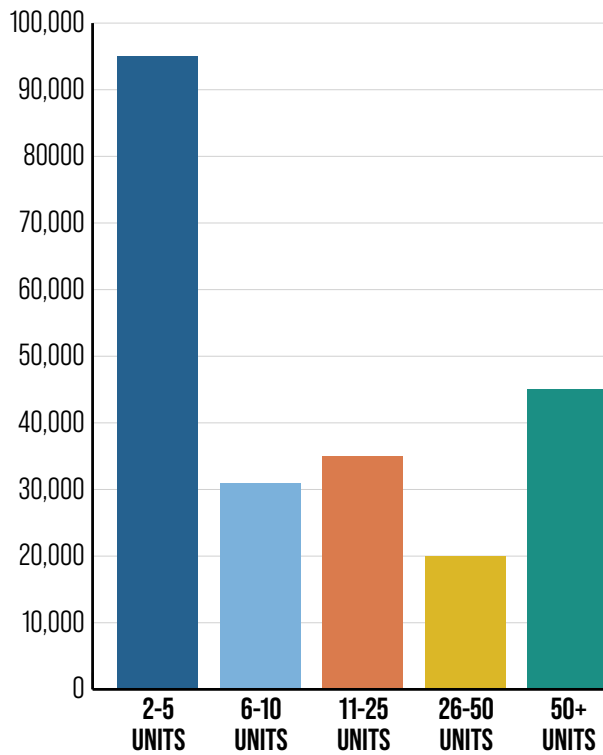
ADDITIONAL FINDINGS

Here are some additional statistics that shed light on the profile of multi-unit operators:

- Based on a large sampling of franchised businesses for which gender information was available, 24% were female-owned, with almost 40% of these controlled by multi-unit franchisees.

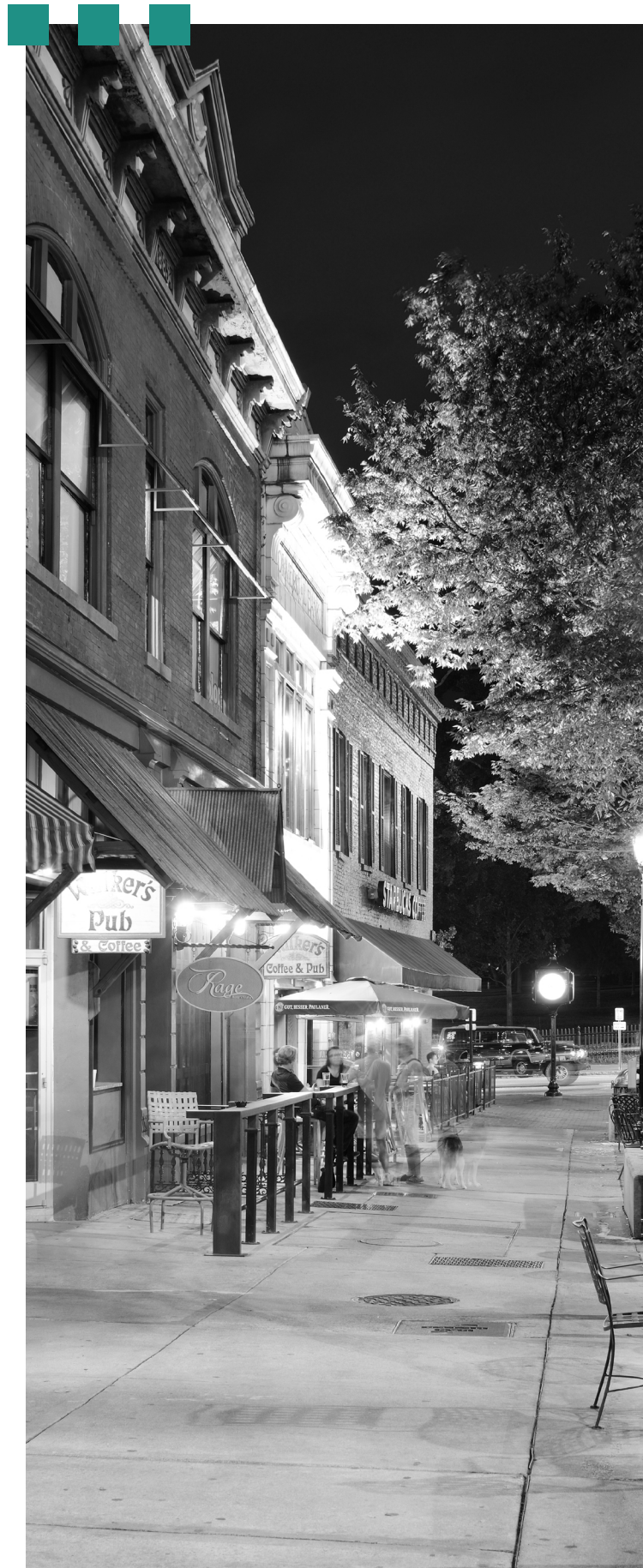
- Of the close to 45,000 multi-unit franchisees in the U.S., 11% (about 4,950) operate units across several brands. Franchisee diversification continues to see an upward growth trend as operators look to diversify their portfolios to mitigate risks and expand revenue streams.
- As noted above, multi-unit franchisees own approximately 228,000 units, which account for 54.8% of total franchised units. Compared with similar graphs from a few years ago, not only do we have a growing concentration of units controlled by multi-unit operators, we also have a growing concentration of units controlled by *larger* multi-unit operators.

NUMBER OF FRANCHISED UNITS CONTROLLED BY MU OPERATORS



Across all units, the average multi-unit franchisee owns 5.1 franchised locations, up from about 4.8 in 2011. This rise in unit ownership among multi-unit operators has been a factor in the growing interest from private equity and other types of investment groups in investing in these franchisees. This trend was led by consolidations among franchise operators, as these types of investors are increasingly targeting multiple acquisitions of small to medium-sized franchise owners and consolidating them under their stewardship. These consolidations have led to a faster uptick in the number of units held by larger operators, compared with their smaller counterparts. With the growing investor interest, this is a good time to be a multi-unit operator. ■

Darrell Johnson is CEO of FRANDATA, an independent research company supplying information and analysis for the franchising sector since 1989. He can be reached at 703-740-4700 or djohnson@frandata.com.



MULTIPLE SUCCESS

MU growth shows no signs of slowing down

Expansion, opportunity, persistence, and optimism are just some of the words that describe multi-unit franchisees. They are always on the lookout for the next deal. Some may be looking to increase the number of units they have with a current brand. Others find opportunity in adding new brands to their portfolio, whether in the same segment or to diversify or balance their investments. Business goals and strategies vary, but for many operators, the allure of multi-unit or multi-brand franchising is simply too difficult to resist.

Over the past decades, multi-unit franchising has heated up from a simmer to a boil as operators seek to build their businesses in “multi” ways. According to FRANdata, in the U.S. today about 45,000 multi-unit operators control almost 228,000 franchised units, 82% of all QSR units, and 72% of sit-down restaurants.

Today’s franchise operators are not content with a single location and the chance to “be your own boss.” Instead, they rely on their experience and expertise from their business or corporate backgrounds, as well as their vision, access to capital, and infrastructure to coalesce into a recipe for success. They know how to scale and take measured risks and they’re not afraid to do it.

During the Great Recession and more recently through Covid-19, the best operators continued to find ways to grow. Operators who kept their eyes and ears open to opportunity in 2020 found it in QSR, senior care, hair salons, massage, home maintenance, children’s activities, pet care, and more, investing today for reward tomorrow. Those with the drive, determination, and wherewithal can make it happen, and they are. We profile these people in every issue of *Multi-Unit Franchisee* magazine.

As you read these profiles you learn quickly that there is a formula for multi-unit success. The right combination of concept, business acumen, people, products, and loyal customers helps multi-unit operators find success. The ultimate result is higher unit count and average unit volume, deeper market penetration, and increased profitability.

In recent years, private equity has discovered the investment opportunities that can be found in multi-unit franchisees, especially as these operators continue to grow. Investors see the potential and want in on it. Some invest in multi-unit operators, while others acquire them outright, whichever makes the most business sense at the time for both parties.

“The emergence and growth of multi-unit franchisees is having a profound effect on franchising,” says franchise attorney Lane Fisher. “It is rapidly changing prospective

franchisee screening standards, the quality and substance of existing training and operational support, pressuring franchisors to make financial performance representations in their FDDs, and is affecting the way contracts are written by redefining ‘non-negotiable’ rights and deal breakers.”

However, he adds, multi-unit franchising is not right for everybody. “Sometimes it is a function of timing, as many new franchisors use various forms of multi-unit franchising to grow in their early stages; or in other cases the unit economics simply will not support the additional layers of infrastructure to make the investment worthwhile; and in still other cases, multi-unit expansion is at odds with corporate philosophy or the lack of expansion capital in a particular industry.”

To review, while multi-unit franchising is a great way for franchisees to grow, it is not without its own set of challenges. To avoid failure, multi-unit operators must succeed, at a minimum, in these 3 areas:

1. Have the financial ability to add locations or territories. It takes deep pockets, or access to them. This often requires business partners and/or lenders who have skin in the game and can influence the way you conduct your business. This is an important reality to keep in mind if you are an independent thinker and operator.
2. Create an organization with a management team and infrastructure to command your expanding empire. You may be able to remain hands-on with a handful of units, but when you reach 10 or more it’s no longer feasible for you to oversee day-to-day operations. At some point, you will need to bring in a team to handle everything from operations to finance, marketing to HR. You must learn to delegate, trust, and get out of the way.
3. Leadership is essential. You come to the game with vision, ambition, and inspiration. The challenge is communicating these critical intangibles to your expanding organization—and keeping them intact as they filter down to your unit managers and front-line staff through your in-house team. It’s necessary and achievable, but not simple or easy.

With the background, experience, and stomach to accept the challenge, multi-unit franchising is a business strategy that leads to success. Remember, not only does it require the right people, partners, and ability to delegate, it also demands your passion, patience, perseverance, and hard work. ■

WHAT'S DRIVING MULTI-UNIT GROWTH?

Research points to continuing multi-unit expansion

Written By **DARRELL JOHNSON**

For the past few years you have heard me note that the majority of franchised units in the U.S. are owned by multi-unit operators. Multi-unit operators control about 55% of all the franchised units in the country today. That is impressive, and that percentage is rising. This growth is a consequence of many brands focusing their development models on multi-unit development packages over the single-unit programs of the past.

Today, our franchise database shows the following breakdown of multi-unit operators (MUOs):

Category	Actual MUO Count 2019
MUOs with 2–5 units	37,190
MUOs with 6–10 units	4,369
MUOs with 11–25 units	2,230
MUOs with 26–50 units	561
MUOs with 50+ units	344
Total MUOs	44,694

Note that these are the “known” franchisees in our database. While we do our best to keep up with the changes in each franchise system, our database does not include current data for all of today’s 3,800-plus brands. Therefore, each category understates the actual total. Since our database is more current with the larger brands and most of the medium- to smaller-sized brands, any undercounting is primarily with the less-established brands, which are less likely to have many multi-unit operators.

Statistically, we think we have more than 90% in each category. Using this 90% confidence level leads us to the estimated counts in the right-hand column of the first table. Thus, in total, we believe there are more than 44,700 multi-unit operators in the U.S. With the number of units they control and the brands and sectors they operate in, that puts the combined annual revenue of multi-unit operators somewhere around \$200 billion. There’s some serious operational, business, and political influence in that figure!

We know that the number of units they control is growing. But how is the number of multi-unit operators changing? For that, we can turn to our actual database counts. Assuming the actual-to-estimated changes are consistent, the actual counts should reflect about the same percentage change per category that our estimated numbers would show.

Category	Actual MUO Count 2010	Actual MUO Count 2019	Percentage Change
MUOs with 2–5 units	28,862	37,190	+28.9%

MUOs with 6–10 units	3,411	4,369	+28.1%
MUOs with 11–25 units	1,630	2,230	+36.8%
MUOs with 26–50 units	397	561	+41.3%
MUOs with 50+ units	162	344	+112.3%

In the span from 2010 to 2019, we have seen a 29% increase in entry-level multi-unit operators. This is certainly consistent with our analysis of the development models franchise brands have been using over the past few years. Much more interesting is the expansion of the larger categories of multi-unit operators, typified by the number of franchisees with 26–50 units increasing at a CAGR of 0.3% to 561 over the past 3 years, and franchisees with more than 50 units growing at an annualized growth rate of 4.8% to 344.

Several obvious trends are affecting these outcomes. Multi-unit development models became a common form for expansion in only the past 20 years. In a life cycle sense, the data confirms that this model is still solidly in a growth mode. And although many franchisors have had to cancel contracts for development, especially for the second and third units within the contract timelines, these data suggest that many second, third, and fourth units have been added in recent years.

We also cannot ignore the impact that one of the “big two” small-business challenges—capital access—may have had on the growth statistics of multi-unit operators (the other, of course, is unit sales in a soft economy). Most banks have tightened their underwriting borrower qualification standards to include existing experience in the industry. This undoubtedly has led to more multi-unit operators compared with new single-unit operators.

Finally, it should be noted that the growth of multi-unit operators is occurring, in part, because of the exits of some single-unit operators. Transfers are on the rise across many industries, and multi-unit operators increasingly are the buyers of existing units. Since they are in the best position to evaluate the current operations and future potential of an existing unit, this makes sense.

All of this suggests a continuing rise in influence of the multi-unit operator within franchising. Want further evidence? Franchise Update Media’s Multi-Unit Franchising Conference has set attendance records in each of the past several years. ■

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SPREADING THE RISK

Diversify to balance economic cycles

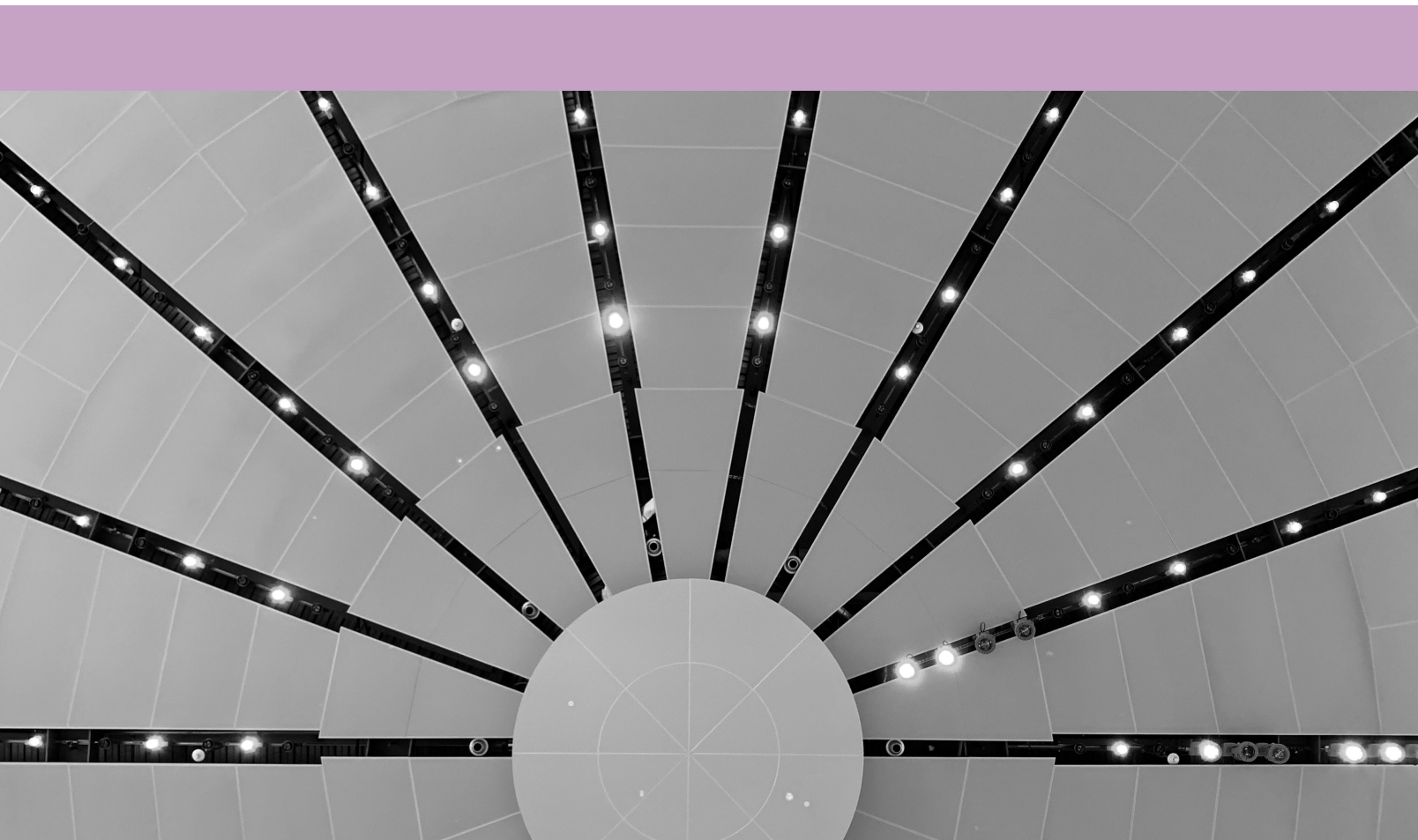


Many multi-unit operators recognize that one of the best ways to sustain revenue and reduce economic dips is to diversify. Adding different brands in different segments or geographic regions allows operators to spread their risk and avoid economic uncertainties in several ways.

- **Economic cycles.** Operators can minimize the effects of economic ebbs and flows by investing in businesses in different sectors. This also is a good insulator for changes in consumer behavior. Sit-down restaurants took a beating during Covid-19, but their QSR siblings thrived on drive-thru, delivery, and pickup orders.
- **Seasonal cycles.** Warm weather seasons are ripe for ice cream, lemonade, and other frozen treats but tend to cycle down during cooler weather. That's why it makes sense to add other businesses to balance out the seasons, keep employees engaged, and the cash flowing. Some franchisees opt to stay in sectors they know (such as food) while others venture into completely unrelated concepts (such as gyms and salons).
- **Cash flow.** This is important in any business, and franchising is no exception. Let's say a QSR operator signs on with a rental

concept. Stocking a new rental store with merchandise is expensive, and monthly rental fees don't cover the purchase price for 6, 12, or 18 months, tying up valuable cash in inventory. The daily cash flow from the restaurants can help keep the organization healthy until the rental stores start showing a profit.

- **Dayparts.** Consumers compartmentalize their days—morning, afternoon, evening, late night. Whether in food, services, or some other vertical, it's a good idea to operate businesses that fill all the slots. If your restaurants garner the majority of sales at breakfast and lunch, consider adding a brand that peaks in the afternoon or evening. It might create a longer work day, but the reward is a stronger bottom line.
- **Surprises.** When something beyond your control affects one of your businesses, diversification can be a life saver. Pre-Covid, we felt for the QSR operators hurt by news of salmonella, E. coli, employee misbehavior, and other developments beyond their control. That now seems almost trivial after a year of Covid. Having other brands in your portfolio can help you stay afloat until any storm blows over and trust in the brand is restored. ■



POWER IN NUMBERS

7 reasons multi-brand franchising has expanded

While franchising has created successful entrepreneurs for decades, it's only fairly recently that multi-unit and multi-brand franchising have emerged to transform how franchisees operate and grow. It's simple math: if you can create a successful operation with a single brand, consider the potential of adding more brands. If operators select the right brands, hire wisely, and create strong unit economics, higher profits are sure to follow.

"There is a definite interest in growth through multi-concept operations," says Darrell Johnson, CEO of FRANdata. "It's continuing to expand and grow, and we see the trend continuing upward."

From a franchisee's perspective, multi-brand franchising is a smart diversification strategy for a growing investment portfolio. Savvy investors will tell you it's not wise to put all your eggs in one basket, no matter how great the ROI may be today. And if a multi-unit franchisee has saturated their market with a single brand, they can add new brands in the same market, expanding their portfolio without even leaving town.

"From a franchisor's perspective," notes franchise attorney Lane Fisher, "multi-unit franchising provides opportunities for accelerated growth; a vehicle to penetrate new markets; capitalize on certain market efficiencies; reduce the training, opening, and operational assistance typically provided to single-unit franchisees; and is a means to attract and reward productive franchisees."

Multi-brand growth is being propelled by the combination of 1) expansion-minded franchisors seeking multi-unit operators successful with other brands; and 2) successful multi-unit franchisees seeking new concepts to diversify their organization. This alignment of interests has been accompanied by a rise in the number of franchisors offering several concepts from under a single corporate umbrella, usually limited to a single industry segment (e.g., Yum Brands in QSR or Neighborly in home services).

For franchisors offering multiple brands, this means working with franchisees they already know, saving countless hours of recruiting, relationship-building, due diligence, etc. Franchisors seeking new multi-unit partners are looking for a proven track record managing multiple units, relevant industry experience, positive cash flow, strong unit economics, and a solid management team and infrastructure. In addition, signing multi-unit development deals

with existing franchisees means that franchisors deal with fewer franchisees, enabling them to spend less on training and initial support and produce superior system-wide results.

For franchisees, adding a new brand from their current franchisor means working with a known, trusted management team, which saves time, helps them open new units more quickly, and can mean discounts on franchise fees and, sometimes, royalties for a limited time. Franchisees seeking a new franchisor partner look for many of the same things as the franchisor does: a solid management team, strong unit economics, a well-known and respected brand name, and an opportunity to develop a territory over the long term.

7 REASONS TO GO MULTI-BRAND

Multi-unit franchisees are increasingly seeking additional brands to mitigate risk and expand their organizations. Here are our top 7.

- 1. Geography.** Adding a new brand can be the perfect path to continued growth in their region for a single-brand multi-unit operator who has built out their territory, or for a franchisee of a brand with no opportunities to add more units without having to travel to new or distant locales. Familiarity with the territory and the dynamics of their market, combined with local connections and a solid grasp of local real estate, developers, and zoning requirements provides a strong home court advantage.
- 2. Financing.** A successful track record with one franchise concept demonstrates a franchisee's capability to lenders, who can help finance that next concept (or two). Thriving multi-unit franchise operators typically have high net worth, extensive contacts, and access to financing to open successful units quickly. These are powerful assets to bring to the table. Your existing operation and the value of your real estate can help you acquire a second or third concept without putting a stranglehold on your cash flow.
- 3. Infrastructure.** Multi-unit franchisees with their own accounting, human resources, and other internal departments often have excess capacity. Adding brands can take advantage of that capacity, growing profits without expanding the home office staff. With a solid infrastructure in place, a multi-brand franchisee has a built-in advantage to create brand awareness in their territory, and to successfully penetrate their marketplace with a new brand both more effectively and more rapidly.



4. Training and retention. With two or more brands, a franchisee can offer employees cross-training, flexibility, promotions, and a clear growth path as their skill sets improve. This helps to attract and retain top talent as they build their organization, which is always a challenge, especially during the pandemic of 2020-21. And with better-trained employees, unit economics will improve.

5. Economies of scale. Once an organization attains a certain size, several things get easier and, often, less expensive since they're "buying in bulk": marketing and advertising, supplier costs and services, administrative and back office functions, and more. For example, one vendor may be able to service all the equipment across all the brands at a more economical rate.

6. Co-branding. Locating two or more brands in a single location also allows behind-the-scenes efficiencies that can boost profitability. However, take care to maintain compliance with each separate franchise agreement. Some concepts may not be combined legally or functionally. If it does work, co-branding and co-marketing can make more efficient use of marketing and real estate budgets.

7. Synergy. Each franchise brand has its own proprietary operating system, perfected over many years and many thousands of customer transactions. While operating systems differ and must remain separate, sometimes elements of one can be applied to another, or to internal operations at the franchisee's home office. The same holds true for marketing programs, recruiting methods, training, HR, and every other ingredient of franchising success. Keep them separate to maintain compliance, but look for areas to adapt good ideas across your organization.

CONCLUSION

There are complexities to multi-brand franchising. Properly executed, this approach offers multi-unit operators a chance to diversify their investments, increase profitability, and build a larger, stronger organization.

One final note: Any brand you consider adding should not (and in many franchise agreements, cannot) compete with your current brands. If you're considering adding a new brand, be sure to check with your franchisor, franchise agreement, and franchise attorney. ■



COVID-19 UPENDS FRANCHISING

IFA/FRANdata report details how



The Covid-19 pandemic that began in early 2020 and continued into 2021, disrupting every aspect of life, has had a profound effect on franchising. In September 2020, the International Franchise Association (IFA), in conjunction with research firm FRANdata, released a study highlighting the many ways Covid-19 has affected—and changed—franchising.

The report found that more than 1.4 million franchise jobs had already been lost, and that nearly 33,000 franchised businesses had closed since the start of the pandemic. The report provides further details on how the coronavirus has affected local franchise businesses across the country.

A summary with a link to the full report is available online on the IFA's website. Here are some additional findings, none of them good, but with the growing availability of vaccines in the first quarter of 2021, there is room for optimism.

- Without further government support, the economic downturn caused by the pandemic is likely to last longer than expected.
- Within the first 6 months of the outbreak, an estimated 32,700 franchised businesses closed, 21,834 temporarily, and 10,875 permanently.
- Without additional government assistance, an estimated 36,000 more franchise businesses would close in the following 6 months.
- Based on the most current survey results from the U.S. Census Bureau, only 26% of small businesses indicated that they had regained their normal level of operations or had experienced little or no effect from the pandemic; the remaining 74% of respondents said they had not yet recovered from the losses caused by the pandemic, with 1.5% already having ceased operations.
- In the following 6 months, 4.8% of small businesses were expected to close permanently, which would leave an additional 36,000 franchised businesses at risk. Sectors including accommodation and food services, arts, entertainment, recreation, and educational services were anticipated to suffer greater losses than franchises in other sectors.
- Before Covid-19, franchise businesses employed approximately 8 million people. During that same 6-month period, the franchise sector experienced an estimated total loss of 1.4 million jobs, 59.8% temporarily and 40.2% permanently.
- Despite the fact that the unemployment rate is falling, an increasing number of workers are losing their jobs permanently, rather than being temporarily laid off or furloughed, based on the Labor Department's August survey, a sure sign that the pandemic has created lasting damage—or at the very least, a massive restructuring of the job market going forward. ■

2021

MULTI-BRAND 50

The largest franchisees in the U.S. and their 25 favorite brands

RANK	COMPANY	BRANDS	UNITS
1	FLYNN RESTAURANT GROUP		2,355
		PIZZA HUT	937
		APPLEBEE'S	444
		ARBY'S	367
		TACO BELL	280
		WENDY'S	194
	PANERA BREAD	133	
2	CARROLS GROUP		1,075
		BURGER KING	1,010
	POPEYES LOUISIANA KITCHEN	65	
3	SUN HOLDINGS		1,045
		BURGER KING	293
		T-MOBILE	160
		POPEYES LOUISIANA KITCHEN	150
		TACO BUENO	148
		ARBY'S	94
		GNC LIVE WELL	80
		IHOP	41
		CICIS	31
		GOLDEN CORRAL	20
		KRISPY KREME	18
		AIRPORT RESTAURANTS	10
		4	KBP FOODS
KFC	767		
TACO BELL	128		
5	DHANANI GROUP		824
		BURGER KING	503
		POPEYES LOUISIANA KITCHEN	284

RANK	COMPANY	BRANDS	UNITS
		LA MADELEINE FRENCH BAKERY & CAFE	37
6	PILOT TRAVEL CENTERS		790
		SUBWAY	235
		CINNABON	160
		DENNY'S	120
		WENDY'S	86
		MCDONALD'S	62
		ARBY'S	58
		DQ TREAT	22
		TACO BELL	18
		AUNTIE ANNE'S	11
		PIZZA HUT	7
		MOE'S SOUTHWEST GRILL	6
		BURGER KING	3
IHOP	1		
CHESTER'S	1		
7	MUY BRANDS		768
		PIZZA HUT	371
		WENDY'S	317
		TACO BELL	80
8	ARAMARK		637
		CHICK-FIL-A	122
		EINSTEIN BROS. BAGELS	108
		SUBWAY	56
		PANDA EXPRESS	45
		OATH PIZZA	39
		WHICH WICH	34
		PAPA JOHN'S	26
		MOE'S SOUTHWEST GRILL	22

RANK	COMPANY	BRANDS	UNITS	RANK	COMPANY	BRANDS	UNITS
		PIZZA HUT	21			TACO JOHN'S	4
		DUNKIN'	21			IHOP	3
		STEAK 'N SHAKE	19			DUNKIN'	3
		FRESHII	14			ARBY'S	2
		JAMBA	11			DQ TREAT	2
		QDOBA MEXICAN EATS	10	9	ARMY & AIR FORCE EXCHANGE SERVICES		534
		TACO BELL	9			SUBWAY	137
		RAISING CANE'S	7			BURGER KING	109
		CHILI'S	6			CHARLEYS	82
		TIM HORTONS	6			POPEYES LOUISIANA KITCHEN	56
		MOOYAH	5			TACO BELL	40
		QUAKER STEAK & LUBE	4			ARBY'S	29
		ERBERT & GERBERT'S SANDWICH SHOP	4			EINSTEIN BROS. BAGELS	20
		QUIZNOS	4			QDOBA MEXICAN EATS	17
		WENDY'S	4			MANCHU WOK	10
		MCALISTER'S DELI	4			DUNKIN'	7
		PJ'S COFFEE OF NEW ORLEANS	3			WINGZONE	6
		CARIBOU COFFEE	3			BASKIN-ROBBINS	6
		KFC	3			BLIMPIE	6
		BURGERFI	2			PIZZA HUT	5
		COSI	2			TACO JOHN'S	2
		DUNN BROTHERS COFFEE	2			SLIM CHICKENS	2
		PANERA BREAD	2	11	GPS HOSPITALITY		480
		VILLAGE JUICE CO.	2			BURGER KING	394
		BEEF 'O' BRADY'S	2			PIZZA HUT	67
		PINKBERRY	2			POPEYES LOUISIANA KITCHEN	19
		WAHOO'S FISH TACO	2	12	SPEEDWAY		477
		NATHAN'S FAMOUS	2			DUNKIN'	450
		FIREHOUSE SUBS	2			SUBWAY	16
		EXTREME PITA	2			WENDY'S	11
		IHOP	2	13	SUMMIT RESTAURANT GROUP		390
		LA MADELEINE FRENCH BAKERY & CAFE	2			IHOP	271
		DENNY'S	1			APPLEBEE'S	119
9	LOVE'S TRAVEL STOPS & COUNTRY STORES		534	14	AMPEX BRANDS		382
		SUBWAY	229			KFC	202
		GODFATHER'S PIZZA	122			PIZZA HUT	141
		CHESTER'S	119			LONG JOHN SILVER'S	39
		HARDEE'S	50	15	HARMAN MANAGEMENT		374
						KFC	256
						A&W	113

RANK	COMPANY	BRANDS	UNITS	RANK	COMPANY	BRANDS	UNITS
		LONG JOHN SILVER'S	5			FREDDY'S FROZEN CUSTARD & STEAKBURGERS	2
16	SIZZLING PLATTER		368			MARCO'S PIZZA	2
		LITTLE CAESARS	258			SBARRO	2
		WINGSTOP	62			FRESHII	2
		DUNKIN'	27			ERBERT & GERBERT'S SANDWICH SHOP	2
		SIZZLER	15			BASKIN-ROBBINS	2
		RED ROBIN	6			ILLY	2
16	JIB MANAGEMENT/YADAV ENTERPRISES		368			JOHNNY ROCKETS	2
		JACK IN THE BOX	221			PLANET SMOOTHIE	2
		DENNY'S	81			POPEYES LOUISIANA KITCHEN	2
		TGI FRIDAYS	66			BEN & JERRY'S	2
18	CHARTER FOODS		340			PITA PIT	2
		TACO BELL	258			QDOBA MEXICAN EATS	2
		LONG JOHN SILVER'S	50			BURGER KING	2
		KFC	24			KFC	2
		PIZZA HUT	8			IHOP	2
19	COMPASS GROUP USA		323			SLIM CHICKENS	2
		EINSTEIN BROS. BAGELS	54			JASON'S DELI	2
		SUBWAY	43			NATHAN'S FAMOUS	2
		BLIMPIE	35			CALIFORNIA TORTILLA	1
		DUNKIN'	23			DENNY'S	1
		PAPA JOHN'S	22			BOJANGLES'	1
		PANDA EXPRESS	21				
		PIZZA HUT	14	19	SODEXO		323
		MOE'S SOUTHWEST GRILL	11			CHICK-FIL-A	74
		JAMBA	10			EINSTEIN BROS. BAGELS	69
		SALSARITA'S FRESH MEXICAN GRILL	6			SUBWAY	38
		STEAK 'N SHAKE	6			PIZZA HUT	23
		TACO BELL	5			DUNKIN'	21
		SMASHBURGER	5			JAMBA	11
		WENDY'S	5			MOE'S SOUTHWEST GRILL	8
		PJ'S COFFEE OF NEW ORLEANS	4			TACO BELL	8
		CARIBOU COFFEE	4			QDOBA MEXICAN EATS	7
		TIM HORTONS	3			STEAK 'N SHAKE	7
		CHILI'S	3			PAPA JOHN'S	6
		QUIZNOS	3			ERBERT & GERBERT'S SANDWICH SHOP	6
		WHICH WICH	3				
		FIREHOUSE SUBS	2				

RANK	COMPANY	BRANDS	UNITS	RANK	COMPANY	BRANDS	UNITS
		GARBANZO MEDITERRANEAN FRESH	5			EXTRAMILE	131
		BAJA FRESH	5			TEXACO	8
		THE HABIT BURGER GRILL	3	27	HAZA FOODS		276
		BURGER KING	3			WENDY'S	250
		HOT STUFF PIZZA	3			TACO BELL	26
		MCALISTER'S DELI	3	28	MANNA/BRIDGEMAN FOODS		267
		CARIBOU COFFEE	2			WENDY'S	157
		BASKIN-ROBBINS	2			FAZOLI'S	83
		GODFATHER'S PIZZA	2			GOLDEN CORRAL	27
		COSI	2	29	TA OPERATING		265
		QUIZNOS	2			POPEYES LOUISIANA KITCHEN	68
		SBARRO	2			TACO BELL	37
		PANERA BREAD	2			SUBWAY	36
		BLAZE PIZZA	2			BURGER KING	34
		DQ TREAT	2			PIZZA HUT	29
		TIM HORTONS	2			DUNKIN'	19
		MOOYAH	2			ARBY'S	7
		DENNY'S	1			FUDDRUCKERS	4
21	WKS RESTAURANT GROUP		322			CHARLEYS	4
		DENNY'S	126			FAZOLI'S	3
		WENDY'S	86			A&W	3
		EL POLLO LOCO	66			WENDY'S	3
		KRISPY KREME	34			BLACK BEAR DINER	2
		BLAZE PIZZA	10			KFC	2
22	THE COVELLI FAMILY LTD PARTNERSHIP		316			CARL'S JR.	2
		PANERA BREAD	303			TACOTIME	2
		DQ GRILL & CHILL/DQ TREAT	8			HOT STUFF PIZZA	2
		O'CHARLEY'S	5			IHOP	2
23	PACIFIC BELLS		307			BASKIN-ROBBINS	2
		TACO BELL	240			SUPER 8 BY WYNDHAM	2
		KFC	67			NOBLE ROMAN'S	2
24	K-MAC ENTERPRISES		306	30	CIRCLE K STORES		253
		TACO BELL	289			SUBWAY	165
		KFC	11			BLIMPIE	37
		GOLDEN CORRAL	6			HOT STUFF PIZZA	18
25	DESERT DE ORO FOODS		297			CHURCH'S CHICKEN	9
		TACO BELL	209			HARDEE'S	6
		PIZZA HUT	88			DQ TREAT	5
26	G&M OIL CO		296			DQ GRILL & CHILL	4
		CHEVRON	157			NOBLE ROMAN'S	3
						HUDDLE HOUSE	2
						CHEVRON	2

RANK	COMPANY	BRANDS	UNITS	RANK	COMPANY	BRANDS	UNITS
		TEXACO	2			A&W	2
31	MITRA QSR		248			BAJA FRESH	2
		KFC	205			COUSINS SUBS	2
		TACO BELL	43			WINGSTOP	2
32	FUGATE ENTERPRISES		243	34	APPLE HOSPITALITY REIT		235
		PIZZA HUT	168			HILTON GARDEN INN	45
		TACO BELL	75			COURTYARD BY MARRIOTT	39
33	HMSHOST		237			HAMPTON INN BY HILTON	39
		BURGER KING	60			HOMEWOOD SUITES BY HILTON	36
		SBARRO	22			RESIDENCE INN BY MARRIOTT	34
		POPEYES LOUISIANA KITCHEN	19			SPRINGHILL SUITES BY MARRIOTT	13
		QUIZNOS	15			FAIRFIELD BY MARRIOTT	9
		CHILI'S	15			TOWNEPLACE SUITES BY MARRIOTT	9
		ROY ROGERS	14			HOME2 SUITES BY HILTON	6
		CHICK-FIL-A	12			EMBASSY SUITES BY HILTON	3
		NATHAN'S FAMOUS	12			MARRIOTT HOTELS	2
		SMASHBURGER	5	35	ADF COMPANIES		233
		GREAT STEAK	5			PIZZA HUT	218
		PANDA EXPRESS	4			PANERA BREAD	15
		KFC	4	36	ALVARADO CONCEPTS/PALO ALTO		232
		MANCHU WOK	4			TACO BELL	200
		FIREHOUSE SUBS	4			KFC	32
		LA MADELEINE FRENCH BAKERY & CAFE	3	37	DIVERSIFIED RESTAURANT GROUP		230
		JOHNNY ROCKETS	3			TACO BELL	214
		STEAK 'N SHAKE	3			ARBY'S	16
		PINKBERRY	3	38	QUALITY DINING		228
		CARL'S JR.	2			BURGER KING	189
		BURGERFI	2			CHILI'S	39
		BLAZE PIZZA	2	39	MARLU INVESTMENT GROUP		224
		BURGER 21	2			ARBY'S	115
		YEUNG'S LOTUS EXPRESS	2			LITTLE CAESARS	40
		KELLY'S CAJUN GRILL	2			CHURCH'S CHICKEN	27
		BLIMPIE	2			JACK IN THE BOX	20
		THE COUNTER	2			TGI FRIDAYS	22
		COLD STONE CREAMERY	2	40	PREMIER KINGS		220
		PACIUGO GELATO & CAFFE	2			BURGER KING	198
		UNA MAS	2				

RANK	COMPANY	BRANDS	UNITS	RANK	COMPANY	BRANDS	UNITS
		POPEYES LOUISIANA KITCHEN	22			GOLDEN CORRAL	8
41	QUALITY HUTS MIDWEST		219	47	FEAST ENTERPRISES		185
		PIZZA HUT	192			JACK IN THE BOX	132
		ARBY'S	27			DENNY'S	35
42	TASTY RESTAURANT GROUP		216			CORNER BAKERY CAFE	18
		PIZZA HUT	153	48	NORTHWEST RESTAURANTS		181
		BURGER KING	63			TACO BELL	117
43	BORDER FOODS		204			KFC	52
		TACO BELL	190			A&W	12
		CHURCH'S CHICKEN	14	49	TEAM LYDERS		175
43	EYM GROUP		204			TACO BELL	162
		PIZZA HUT	174			KFC	7
		BURGER KING	30			PIZZA HUT	3
45	COTTI FOODS		196			ARBY'S	3
		WENDY'S	106	50	HAMRA ENTERPRISES		170
		TACO BELL	85			WENDY'S	91
		PIEOLGY PIZZERIA	5			PANERA BREAD	70
46	WENDY'S OF COLORADO SPRINGS		189			NOODLES & COMPANY	8
		WENDY'S	181			HOLIDAY INN	1

TOP 25 BRANDS OF THE 2021 MULTI-BRAND 50



RANK	BRAND	UNITS	RANK	BRAND	UNITS
1	BURGER KING	2,904	14	IHOP	322
2	TACO BELL	2,713	15	LITTLE CAESARS	298
3	PIZZA HUT	2,619	16	EINSTEIN BROS. BAGELS	251
4	KFC	1,634	17	CHICK-FIL-A	208
5	WENDY'S	1,491	18	T-MOBILE	160
6	SUBWAY	955	18	CINNABON	160
7	ARBY'S	718	20	CHEVRON	159
8	POPEYES LOUISIANA KITCHEN	682	21	TACO BUENO	148
9	DUNKIN'	571	22	EXTRAMILE	131
10	APPLEBEE'S	563	23	A&W	130
11	PANERA BREAD	525	24	GODFATHER'S PIZZA	124
12	JACK IN THE BOX	373	25	CHESTER'S	120
13	DENNY'S	365			



ACCOLADES & RESULTS

- Ranked No. 5 in Franchise Times Top 200+ Franchises
- No. 1 in the category in Entrepreneur Magazine's Top 500 Franchises
- 7 out of 8 years in a row of increased customer traffic
- 11 years in a row of same-store sales growth
- Ranked Highest in Customer Satisfaction 13 out of 14 years by J.D. Power and Associates
- Deemed an Essential Business



FAST FACTS:

FRANCHISING SINCE: 1976,
Founded 1924

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 57

TOTAL OPERATING UNITS: 4,647
Ace Hardware Members in the US

COMPANY OPERATING UNITS: 206

CAPITAL INVESTMENT: \$292,000 -
\$1,079,230+

FRANCHISE FEE: \$5,000 *One-time
affiliation fee (Affiliation fee waived
for U.S. Veterans)*

ROYALTY FEE: 0%

ADVERTISING FEE: 2% of qualified
*purchases (RSC and Drop Ship) and
services up to \$13,600*

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: *Free Standing,
Inline, Store within a Store, End Cap*

AVAILABLE TERRITORIES: *Varies by
market across the United States*

CONTACT

KRIS LARSON

Business Development

401.408.3746

Klars@acehardware.com

bookmeatime.com/acehardware/kris

OPPORTUNITY DESCRIPTION

Ace Hardware, America's neighborhood hardware retailer for close to 100 years, is the leader in the convenience hardware industry and offers a tremendous opportunity for those looking to build a profitable and lasting business. Ace Hardware's history began in 1924, when a small group of hardware store owners joined together to buy merchandise in bulk in order to maximize their profits and compete effectively with larger stores. Today, Ace is globally known and locally owned in over 60 countries.



DEMOGRAPHICS

Ace stores come in all sizes and shapes based on the needs of each individual neighborhood. We have small urban stores, large rural stores and everything in between. Ace stores offer a wide variety of paint, lawn and garden, tools, to business supplies, local niche services and virtually anything a customer will ever need to fix, repair and maintain their home or business.

INCENTIVES

Ace offers a an Opening Stock Order for new stores. The incentive amounts vary by store size/format and is based on Ace recommended products. The incentive is given as a credit.

Ace operates as a cooperative. As an Ace member, Retailers are eligible to receive a patronage distribution based on the volume of merchandise they purchase from us. The percentage varies each year and is given in the form of cash and stock.

SITE ASSISTANCE

Ace offers a robust team of individuals and vendors dedicated to supporting our retailers in site selection, lease negotiation, sales forecasting and even connecting existing Ace stores for sale with prospective Ace retailers. In addition, Ace provides loans and incentives to support retailers interested in future growth.

OPPORTUNITY DESCRIPTION

With more than 200 active locations from coast-to-coast, and dozens more in development, American Family Care is America's #1 Urgent Care Franchise. Founded by Dr. Bruce Irwin in 1982 with an emphasis on value-based medicine, American Family Care is leading the healthcare revolution with 600 in-network physicians caring for nearly 3 million patients a year. With 30% year-over-year comp sales growth and \$1.68M average unit sales, American Family Care is well-positioned to continue its rapid growth in the recession-resistant, need-based healthcare industry.

DEMOGRAPHICS

More than simply an emergency room alternative, American Family Care (AFC) provides urgent care, accessible primary care, and occupational medicine to relieve economic pressure on businesses and families while improving the healthcare experience - a forward-thinking model perfect for today's "on-demand" culture that works from coast-to-coast. Visible, end-cap sites in dominant neighborhood shopping centers with strong anchors are recommended. Hospitals, ERs and Minute Clinics are not considered true competition.

FAST FACTS:

FRANCHISING SINCE: 2008

MULTI-UNIT FRANCHISEE OPERATING UNITS: 62

TOTAL OPERATING UNITS: 237
(50+ additional under development)

CAPITAL INVESTMENT: \$880,000 - \$1,200,000

FRANCHISE FEE: \$60,000

ROYALTY FEE: 6%

ADVERTISING FEE: 1%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Three prototype models

AVAILABLE TERRITORIES: All 50 states
(see map below for new and existing markets)



american family care®
URGENT CARE

QUALIFICATIONS

Purpose-driven business builders with \$1.2 million net worth (\$500K liquid) eager to bring value-based, patient-first healthcare to their community (no previous medical experience required)

CONTACT

SEAN HART

VP, Sales & Development

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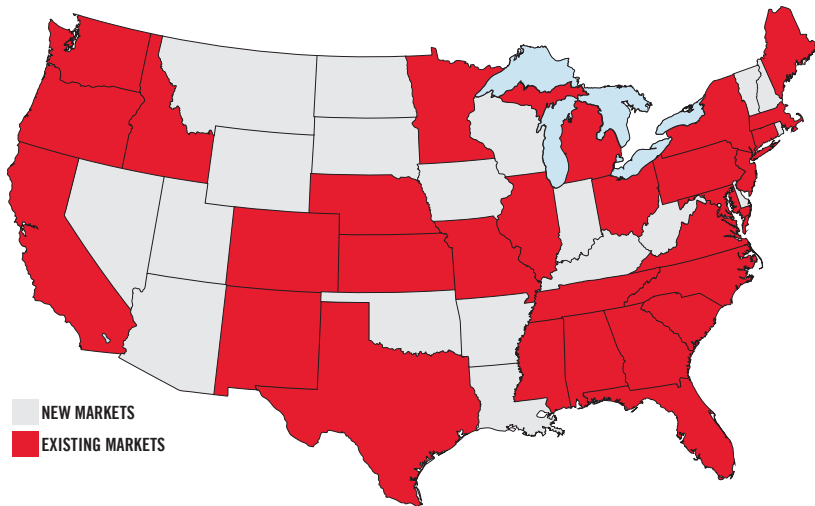
www.afcfranchising.com

"One of the fastest growing companies in the U.S." - Inc. 5000

"One of the best entrepreneurial companies in America" - Entrepreneur 360

"The national's leading urgent care providers" - Men's Health

"Best franchise to buy in healthcare" - Franchise Times



american family care®
The Right Care. Right Now.

Over
235
Clinics

600+
In-Network
Physicians

Located in
26
States

In Business
Since
1982



No medical experience needed. Prime territories and area development opportunities.
Contact franchising@americanfamilycare.com or visit AFCFranchising.com

AF AMERICAN FREIGHT FURNITURE • MATTRESS • APPLIANCE

DEMOGRAPHICS

Primary customers are anyone that needs a place to sit, sleep and eat! They are between the ages of 25 and 59 and have an average household income of \$72,000.

CONTACT

JIM STEGER

Director of Franchise Development
772.985.2534
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OwnAmericanFreight.com

FAST FACTS:

FRANCHISING SINCE: 2020

TOTAL OPERATING UNITS: 356

COMPANY OPERATING UNITS: 356

CAPITAL INVESTMENT: \$377,000 - \$744,000

FRANCHISE FEE: \$50,000

ROYALTY FEE: 5%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: 20,000-30,000 square-foot inline or end cap with a loading dock.

AVAILABLE TERRITORIES: Entire U.S.

OPPORTUNITY DESCRIPTION

American Freight is an established brand in the furniture, mattress and appliance industry backed by more than 25 years of proven success. The company has a nationwide footprint of more than 350 stores and is poised for growth through its new franchise model. With its proof of concept in the bank and great unit economics, this franchise opportunity appeals to candidates that are new to franchising or experienced multi-unit operators. Several multiple-unit development areas are available and in high demand.

SITE ASSISTANCE

Experienced real estate team provides a turn-key, step-by-step guide to develop and open new stores.



QUALIFICATIONS

To become an American Freight franchisee, a minimum net worth of \$750,000 and minimum liquidity of \$150,000 is required.

AF AMERICAN FREIGHT FURNITURE • MATTRESS • APPLIANCE

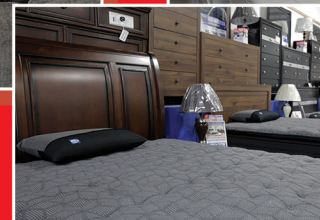
DON'T SLEEP ON THIS OPPORTUNITY

AVERAGE GROSS SALES PER STORE FOR TOP 25% OF STORES*

\$4,718,517

AVERAGE NET INCOME PER STORE FOR TOP 25% OF STORES*

\$589,599



NOW FRANCHISING!

PRIME TERRITORIES AND MULTIPLE-UNIT DEVELOPMENT OPPORTUNITIES ARE AVAILABLE AND IN HIGH DEMAND

OWNAMERICANFREIGHT.COM

*This information reflects the Average Gross Sales and Average Net Income for the Top 25% of American Freight company-owned retail businesses which were open for more than three years as of fiscal year end 2019. Of these 30 retail businesses, 12 attained or surpassed the Average Gross Sales and 10 attained or surpassed the Average Net Income described above. We refer you to Item 19 of our Franchise Disclosure Document dated December 16, 2020 for additional information. A NEW FRANCHISEE'S RESULTS MAY DIFFER FROM THE REPRESENTED PERFORMANCE. This is not intended as an offer to sell, or the solicitation of an offer to buy, a franchise. Offerings made by prospectus only and in compliance with the applicable pre-sale registration and disclosure requirements in your state. ©2020 American Freight®. All rights reserved.



ANOTHER
Broken Egg Cafe

OPPORTUNITY DESCRIPTION

Another Broken Egg Cafe is an upscale breakfast, brunch, lunch concept, offering an indulgent menu of southern-inspired breakfast and brunch favorites, with a full bar, in an attractive and elevated setting. With over 70 cafes in 13 states, Another Broken Egg has established itself as a leader in the upscale, full-service, daytime segment. Our one-shift operating hours of 7am to 2pm appeal to both our franchisees and employees and provide a great addition to an existing restaurant ownership portfolio.

RANKINGS & AWARDS

"2020 Breakout Brand of the Year" 2020 FSR Magazine

"Best Full Service Franchise Deal" 2019 FSR Magazine

"Best Franchise to Buy," ZOR Award 2018 Franchise Times

"Top 10 Restaurant Chains in the U.S." 2018 Trip Advisor

QUALIFICATIONS

Another Broken Egg is looking for:

- Experienced & passionate operators
- 3 unit minimum preferred
- 500K minimum liquidity
- 1.5 MM minimum net worth



BENEFITS

- \$2,023,204 – Ave. Gross Sales in 2019 of the Top Quartile of system cafes open for all of 2019
- Trusted and experienced leadership
- Strong Brand reputation
- Stable and growing System Performance
- High Growth Potential
- Attractive Financial Performance
- Operational & Portfolio Compatibility
- Hours of operations for owner & employees
- Booming category
- Bar-forward prototype and menu

SITE ASSISTANCE

- In-house prototype drawings
- Real Estate analytics and mapping platform
- Dedicated opening support team
- Network of approved contractors, architects, furniture and equipment suppliers



FAST FACTS:

FRANCHISING SINCE: 2008

MULTI-UNIT FRANCHISEE OPERATING UNITS: 42

TOTAL OPERATING UNITS: 74

COMPANY OPERATING UNITS: 32

CAPITAL INVESTMENT: \$800,000 - \$1,000,000

FRANCHISE FEE: \$35,000

ROYALTY FEE: 5%

ADVERTISING FEE: 1.5%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Endcap, Free-Standing, Second Generation

AVAILABLE TERRITORIES: Southeast, Midwest, Mid - Atlantic, Gulf Coast, Southwest

CONTACT

JEFF STURGIS

Chief Development Officer

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anotherbrokeneggfranchise.com



OPPORTUNITY DESCRIPTION

Seven continents. Thirty-Two countries. Four million members. 24 hours a day. 365 days a year.

- Anytime Fitness is the most established and strongest performing fitness franchise worldwide
- A new member joins an Anytime Fitness every minute
- We are focused on convenience and coaching to "make healthy happen" across the globe



FAST FACTS:

FRANCHISING SINCE: 2002

TOTAL OPERATING UNITS: 4,733

CAPITAL INVESTMENT: \$98,430 - \$523,824

FRANCHISE FEE: \$20,000 - \$42,500

ROYALTY FEE: \$649 - \$699 / mo

ADVERTISING FEE: \$600 / mo

AVAILABLE TERRITORIES: *Franchising throughout the United States and Canada and seeking Master Franchisees in international markets.*

RANKINGS & AWARDS

Co-Founders Chuck Runyon & Dave Mortensen 2020 IFA Entrepreneurs of the Year; Entrepreneur Franchise 500 16 straight years; Entrepreneur Fastest Growing 16 straight years.



QUALIFICATIONS

Seeking single location and multi-unit franchisees with over \$100,000 in liquid capital.

SITE ASSISTANCE

Our Real Estate team has done extensive market analysis using best-in-class tools and practices to assist franchisees, also partnering with local brokers to help find the right site.



CONTACT

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VP of Franchise Sales

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anytimefitness.com/franchise



Voted #5 of 20 Fast Casual Brands to Watch in 2021 - FastCasual.com



OPPORTUNITY DESCRIPTION

Apóla Greek Grill is a truly authentic Greek Fast Casual Restaurant that focuses on traditional and build-your-own Greek entrees. Created by a Greek family with over 45 years of experience in the restaurant industry, our main focus since the beginning was growth through ease of operations, floorplan flexibility and design efficiency that help minimize start up costs. This mentality also exists in our franchise process as our team has proven processes to assist you with site selection, training, and unmatched ongoing support.



QUALIFICATIONS

Franchising opportunities range from one unit to multiple unit development agreements. Ideally, franchisees should possess liquid assets of at least \$90,000, but qualifications will vary based on the opportunity. Qualified multi-unit candidates should have multi-unit restaurant experience, sufficient net worth to build out an area development, strong knowledge of potential territory and passion for quality customer service.

DEMOGRAPHICS

Apóla Greek Grill is actively seeking multi-unit franchise candidates to develop restaurants in new and existing markets and help build a large footprint of restaurants across the U.S. Apóla Greek Grill thrives both in lunch/daytime traffic and dinner/nighttime traffic (residential and entertainment) areas and is appealing and desirable across multiple generations. The brand was also developed to satisfy those looking for Halal, gluten free, and vegan/vegetarian options.

SITE ASSISTANCE

Being hands-on with site selection we use analytical tools and demographic databases to identify markets and approve sites. Our real estate team guides franchisees in site selection, real estate negotiations, and development. After site selection and approval, our team can assist with pre-construction services, while also offering sufficient training and support for a successful opening and operation.



FAST FACTS:

FRANCHISING SINCE: 2021

MULTI-UNIT FRANCHISEE OPERATING UNITS: None

TOTAL OPERATING UNITS: 2

COMPANY OPERATING UNITS: 2

CAPITAL INVESTMENT: \$98,000 - \$549,000

FRANCHISE FEE: \$37,500

ROYALTY FEE: 6%

ADVERTISING FEE: 1% - 2%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: Inline, End Cap, Stand Alone, Lifestyle Centers, Drive Thru, Virtual Restaurants

AVAILABLE TERRITORIES: Available across the US

CONTACT

BARBARA KING
Franchise Development
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www.EatApola.com



OPPORTUNITY DESCRIPTION

At Basecamp Fitness we know the diem doesn't carpe itself

- Newly franchising, Basecamp Fitness is expanding its franchising opportunities both domestically and globally
- A fun and fast-paced high intensity interval training (HIIT) workout
- Best-in-class training and support and a recurring revenue model



FAST FACTS:

FRANCHISING SINCE: 2019

TOTAL OPERATING UNITS: 10

CAPITAL INVESTMENT: \$500,760 - \$734,848

FRANCHISE FEE: \$50,000

ROYALTY FEE: 6% of gross revenue

ADVERTISING FEE: 2% of gross revenue

AVAILABLE TERRITORIES: Franchising throughout the United States and seeking Master Franchisees in international markets

RANKINGS & AWARDS

Co-Founders Chuck Runyon & Dave Mortensen 2020 IFA Entrepreneurs of the Year



QUALIFICATIONS

Seeking multi-unit franchisees with over \$200,000 in liquid capital.

SITE ASSISTANCE

Our Real Estate team has done extensive market analysis using best-in-class tools and practices to assist franchisees, also partnering with local brokers to help find the right site.



CONTACT

TONY NICHOLSON

VP of Franchise Sales

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basecampfitness.com/franchise



BatteriesPlus+

Power it. Light it. Fix it.

OPPORTUNITY DESCRIPTION

Batteries Plus is an essential and operating business that offers needs-based products and services. We offer investors a stable and predictable business model. There are a number of other factors that differentiate Batteries Plus from other franchises, including exceptional proprietary systems, a well-known name that's established and growing, the ability for franchisees to take advantage of multiple revenue streams, such as retail, B2B, eCommerce and National Accounts.

QUALIFICATIONS

Multi-Unit Operations and Development Experience preferred, Net Worth: \$1.2M, Liquid Assets: \$600,000



DEMOGRAPHICS

1. Ages 45-65
2. Experienced franchise owner who has been shopping at Batteries Plus for years and interested in adding one or more Batteries Plus locations to his portfolio
3. A partner combo: Operations specialist and a sales person - one knows how to operate the business, one knows how to go out and get new business.
4. An investor looking to diversify their portfolio with a stable and predictable business.

SITE ASSISTANCE

Batteries Plus works with franchisees from Site Selection all the way to store opening. We partner with you to help identify the best locations through data and by a market visit. Plus we are here to support you with assistance during lease negotiations. Batteries Plus will remove the complexity from the store build out process and ensure owners are ready to serve customers before opening.

RANKINGS & AWARDS

- Ranked on the Entrepreneur Franchise 500 for 27 years in a row
- 2020 Franchise Times Top 200
- 2020 Fran-Tastic
- 2020 Game Changer

FAST FACTS:

FRANCHISING SINCE: 1992

MULTI-UNIT FRANCHISEE OPERATING UNITS: 566

TOTAL OPERATING UNITS: 700

COMPANY OPERATING UNITS: 95

CAPITAL INVESTMENT: \$209,900 - \$393,930

FRANCHISE FEE: \$39,000

ROYALTY FEE: 5%

ADVERTISING FEE: 4%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Free standing, endcap and inline. Turn Key development programming available

AVAILABLE TERRITORIES: Territories available in all 50 states.

CONTACT

JOE MALMUTH

Managing Director of Franchise Development
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jmalmuth@batteriesplus.com

www.batteriesplusfranchise.com

Bonchon

KOREAN FRIED CHICKEN

DEMOGRAPHICS

Bonchon has gained mass appeal from all income levels and age groups. We attribute this primarily to our craveable, double-fried chicken. Additionally, offering traditional Korean and pan-Asian dishes gives us the ability to expand our customer base even more.



FAST FACTS:

FRANCHISING SINCE: 2006

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 50%

TOTAL OPERATING UNITS: 108

COMPANY OPERATING UNITS: 2

CAPITAL INVESTMENT: \$503,879-
1,099,004

FRANCHISE FEE: \$40,000

ROYALTY FEE: 3.75% 1st year, 4.75%
after 1st year

ADVERTISING FEE: 1%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Free-standing,
inline or endcap, airport, mall &
campus locations

AVAILABLE TERRITORIES: All U.S.
markets are available for franchising

CONTACT

GREG BUCHANAN
Sr. V.P. Development
940.390.5623
greg@bonchon.com
www.bonchon.com

OPPORTUNITY DESCRIPTION

Bonchon is a global brand known for our traditional Korean Fried Chicken. Bonchon means "my hometown" and we bring that hometown flavor to every city. We're passionate about providing our guests authentic, extra crispy fried chicken, hand-brushed with our proprietary sauces and a variety of pan-Asian dishes. This makes our brand unique and craveable. Our brand offers:

- AUVs of \$1.3M
- Franchise support team with 30+ years experience
- Restaurant Options: Full Service, Fast Casual & Non-Traditional
- Plenty of U.S. expansion opportunities

RANKINGS & AWARDS

- Entrepreneur 2021: Ranked 277 in Franchise 500 List
- Fast Casual Magazine 2020: Top 10 Movers & Shakers
- Nation's Restaurant News 2020: Next Generation Chains featured as one of the 10 Fastest Growing Chains to Watch
- Business Insider 2019: Best Chicken Wings - "The Gold Standard for Fried Chicken"
- Food & Wine 2017: Best Chicken Wings in the U.S.

SITE ASSISTANCE

Bonchon uses an advanced analytics software that provides insight into the trade area demographics and competitive landscape to support our franchisees in their site selection process. Our team provides support throughout the entire real estate process including site selection, architectural planning, and construction management.

QUALIFICATIONS

- \$250,000 liquid assets, \$700,000 net worth, operational experience



OPPORTUNITY DESCRIPTION

Buddy's Home Furnishings is backed by more than 60 years of proven success, is recession resistant and offers impressive unit economics. The company is the third largest brand in the lease-to-own industry and cultivates a community-focused culture among its stores. Several multi-unit development opportunities are available and in high demand.

DEMOGRAPHICS

Primary customers have a household income range of \$35,000-\$75,000.

SITE ASSISTANCE

Buddy's experienced real estate team assists with both sourcing and vetting potential new store locations.



FAST FACTS:

FRANCHISING SINCE: 2009

MULTI-UNIT FRANCHISEE OPERATING UNITS: 73%

TOTAL OPERATING UNITS: 294

COMPANY OPERATING UNITS: 45

CAPITAL INVESTMENT: \$384,566 - \$911,874

FRANCHISE FEE: \$40,000

ROYALTY FEE: 6%

ADVERTISING FEE: up to 2%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Freestanding, Inline, Endcap, Conversions

AVAILABLE TERRITORIES: All states excluding California, Hawaii, Minnesota and Wisconsin

RANKINGS & AWARDS

2018 Entrepreneur Franchise 500 (Ranked 190) / APRO 2020 Rental Dealer of the Year.

BUDDY'S

HOME FURNISHINGS

QUALIFICATIONS

To become a Buddy's franchisee, a minimum net worth of \$750,000 and minimum liquidity of \$150,000 is required.

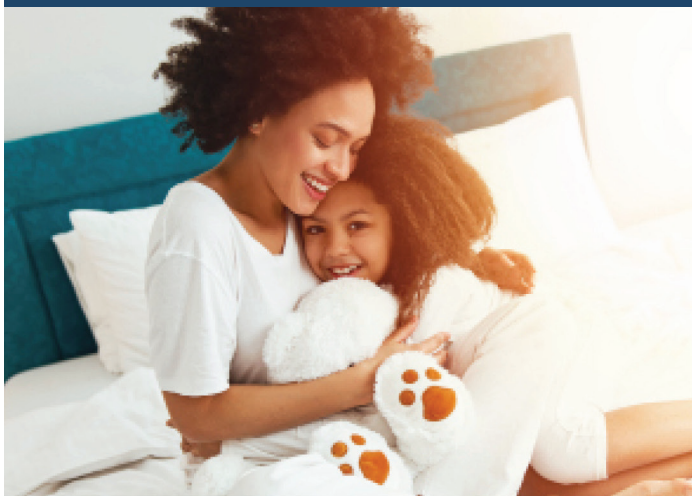
CONTACT

MIKE ZAGAR

Director of Franchise Operations

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AVERAGE GROSS SALES PER STORE FOR TOP 25% OF STORES*

\$1,370,839

AVERAGE CASH FLOW PER STORE FOR TOP 25% OF STORES*

\$386,314

*This information reflects the Average Gross Sales and Average Cash Flow for the Top 25% of the Buddy's company-owned retail businesses which were open for at least five full year as of fiscal year end 2020. Of these 8 retail businesses, 1 attained or surpassed the Average Gross Sales and 3 attained or surpassed the Average Cash Flow as described above. We refer you to Item 19 of our 2021 Franchise Disclosure Document for additional information. A NEW FRANCHISEE'S RESULTS MAY DIFFER FROM THE REPRESENTED PERFORMANCE. This is not intended as an offer to sell, or the solicitation of an offer to buy, a franchise. Offerings made by prospectus only and in compliance with the applicable pre-sale registration and disclosure requirements in your state. ©2021 Buddy's Home Furnishings®. All rights reserved.



WINGS *and* RINGS

OPPORTUNITY DESCRIPTION

Buffalo Wings & Rings is THE Club-Level Sports Restaurant & Bar where everyone is a "VIP," worthy of great service and a "Chef-Driven" dining experience. The new G4 Prototype has a modern, fresh design, a focus on operational efficiency, and state-of-the-art technology, whether you're dining-in or on the go (via delivery, carry-out, Valet Pick-Up lanes or Curbside Valet parking spots). We've been delighting fans since 1984, while we never stop improving!



FAST FACTS:

FRANCHISING SINCE: 1984

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 50%

TOTAL OPERATING UNITS: 85
Globally

COMPANY OPERATING UNITS: 4

CAPITAL INVESTMENT: \$1.1 - \$1.6
Million (End-Cap)

FRANCHISE FEE: \$0 (*Incentive Program*); *Normally \$40k*

ROYALTY FEE: \$0 *For \$1st 6 Months;*
5% Thereafter

ADVERTISING FEE: 3%

EARNINGS CLAIMS: *Yes*

BUILD-OUT OPTIONS: *End-Cap Focus; Free-Standing and Conversions Considered*

AVAILABLE TERRITORIES: *Midwest, South, FL and TX Focus; Other Areas Considered*

CONTACT

DAN DOULEN

Director of Franchising and Real Estate
513.831.WING
ddoulen@buffalo-wing.com
OwnABuffalo.com

DEMOGRAPHICS

The BW&R model is well-suited for a wide range of demographics around the U.S. (and the world), given our focus on great food and sports. Sites are typically located in areas with 40,000+ population, near groceries, big box retailers and other traffic generators, with good visibility and access, and 20,000+ vehicles per day preferred. Please contact us to learn more.

SITE ASSISTANCE

Part of our comprehensive Franchise Support includes working with Franchisees regarding our site criteria and things to consider. Once you've identified potential sites, we will also visit locations with you. We are targeting End-Cap opportunities (free-standing locations considered on a case-by-case basis). We also connect our Franchisees with local brokers, if helpful. In addition, we have a Real Estate Committee, comprised of senior management members, which helps as we consider potential BW&R sites together.

RANKINGS & AWARDS

BW&R was included in Entrepreneur Magazine's Annual Franchise 500 listing and Franchise Times' Top 200 in 2020. We have also won many awards over the years, and have been included in numerous rankings since the brand was founded in 1984. We look forward to sharing more with you soon!

QUALIFICATIONS

We continue to look for multi-unit operators (many of whom have multiple brands), while we also consider individual location opportunities. Our ideal candidates will have a passion for BW&R, a servant leadership approach, financial acumen and wherewithal, and relative business experience. Financial qualifications are also relative to the number of locations that will be developed. The minimum net worth requirement is \$1.25 Million, with at least \$500k in liquid capital to invest.





burn boot camp®

OPPORTUNITY DESCRIPTION

Burn Boot Camp was founded in 2012 by husband and wife Devan and Morgan Kline in Huntersville, NC. The company began franchising in 2015 and now has more than 290+ open locations in 38 states with over 400 total locations under agreement to open. Burn Boot Camp highlights five keys to success: Mindset, Burst Training, Strength Training, Organic Whole Nutrition and Community.



DEMOGRAPHICS

Affluent suburban markets

SITE ASSISTANCE

Full support behind real estate, construction, and grand opening marketing

QUALIFICATIONS

Liquid Assets = \$150,000

Net Worth = \$300,000

Credit Score = Over 700

FAST FACTS:

FRANCHISING SINCE: 2015

MULTI-UNIT FRANCHISEE

OPERATING UNITS: 40%

TOTAL OPERATING UNITS: 290+

COMPANY OPERATING UNITS: 4

CAPITAL INVESTMENT: \$150,330 to \$406,500

FRANCHISE FEE: \$40,000

ROYALTY FEE: 6%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: 3500 to 4500 sqf focused primarily on retail and flex space

AVAILABLE TERRITORIES: Prime territories available throughout the United States

RANKINGS & AWARDS

2021

- #90 Entrepreneur Franchise 500
- #51 Entrepreneur Fastest Growing

2020

- #410 Inc 5000
- #1 Fastest Growing Franchise - Franchise Gator
- #212 Entrepreneur Franchise 500
- #3 Entrepreneur Top New Franchise
- #3 Franchise Times Fast & Serious

2019

- #15 Entrepreneur Top New Franchises
- #31 Entrepreneur 500 Fastest Growing
- #424 Entrepreneur Franchise 500

2018

- #80 Entrepreneur 500 Fastest Growing
- Top Franchises for Women to Own - FBR



CONTACT

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Director of Franchise Sales

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byrider
BUY. FINANCE. DRIVE ON.

byrider
DIRECT

OPPORTUNITY DESCRIPTION

Founded in 1989, Byrider is the nation's leading used car and finance franchise. As the only Buy Here Pay Here franchise opportunity in America, the offering integrates vehicle sales, service and finance to provide the franchisee the greatest control of the business. Byrider Direct now provides the option to partner with corporate Byrider Finance to assist with underwriting and collections.



FAST FACTS:

FRANCHISING SINCE: 1989

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 59%

TOTAL OPERATING UNITS: 147

COMPANY OPERATING UNITS: 31

CAPITAL INVESTMENT: \$380,000 -
\$1,000,000

FRANCHISE FEE: \$50,000

ROYALTY FEE: *Byrider Traditional =
1% sales and 2.5% receipts monthly
Byrider Direct = \$395/sale monthly*

ADVERTISING FEE: \$1,500 monthly

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *Property
conversion and build out construction
opportunities*

AVAILABLE TERRITORIES: *United
States*

QUALIFICATIONS

Byrider actively seeks quality franchisees from varied backgrounds. Expert corporate staff provides the training in the technical aspects of the business that will lead to your success. Ultimately, you will need a cash investment between \$380,000 and \$1 million to open and grow your dealership.

SITE ASSISTANCE

Byrider provides demographic and site acquisition assistance including lease or purchase guidance. Construction and remodel assistance is provided through the opening process.

DEMOGRAPHICS

Byrider serves hard working people that need quality cars and financing, but have been let down by traditional dealers and banks. Franchisees get to be in the automotive and finance industry, a huge market with tremendous demand, with a company that is the industry leader.

TESTIMONIAL

"I came into the auto and finance business without any prior automotive experience. I have been involved with numerous franchises now and in the past...and Byrider is unique providing a long-term platform of systems and technology that allow for consistent growth and profitability."

Jeff Anderson,
Byrider franchisee



CONTACT

JACK HUMBERT

Vice President Development
317.402.2458
jackh@byrider.com
byriderfranchise.com



Franchise Opportunity

OPPORTUNITY DESCRIPTION

For over 50 years, Captain D's has continued to catch a growing share of the fast-casual market because there is no other franchise quite like us. Aside from maintaining a long and steady run of success, we have also disrupted the market with a truly unique model in an underserved category. We stand out in a sea of chicken and burgers. Complement your portfolio with Captain D's.

QUALIFICATIONS

- Minimum net worth: \$1,000,000
- Liquid assets: \$350,000
- History of business success

SITE ASSISTANCE

We use sophisticated site-analysis tools that help rates based on trade area demographics and competitive intelligence. With our scalable prototypes and the ability to convert just about anything, Franchise Owners will have the full support of our real estate team in choosing the best location. Available prototypes:

- D's Express: Drive-thru/carryout only, 960 sq. ft., .35 acres min.
- 22-Seat: 1,598 sq. ft., .50 acres min.
- 44-Seat: 1,964 sq. ft., .60 acres min.



DEMOGRAPHICS

- 10,000 ADT minimum traffic count
- 8,000 population within 1 mile
- \$25K-\$55k median HHI
- Blue-collar population of 20% within 2 miles
- Variables exist depending on the market

RANKINGS & AWARDS

- 2021 Entrepreneur Franchise 500
- 2021 Franchise Direct Top 100
- 2021 Franchise Gator Top 100
- 2020 Franchise Business Review Best Franchises for Veterans
- 2020 Franchise Times Top 200
- 2020 Franchise Business Review Top Food Franchises
- 2020 Entrepreneur Top Food Franchises
- 2020 QSR 50
- 2020 Franchise Update Media Multi-Unit 50
- 2020 Nation's Restaurant News Top 200 Largest Restaurant Brands
- 2020 Entrepreneur Best Franchise Brands

FAST FACTS:

FRANCHISING SINCE: 1969

FRANCHISED OPERATING UNITS: 248

TOTAL OPERATING UNITS: 534

COMPANY OPERATING UNITS: 286

CAPITAL INVESTMENT: \$1,005,600 - \$1,223,600*

FRANCHISE FEE: \$35,000

ROYALTY FEE: 4.5%

BUILD-OUT OPTIONS: *Multiple prototypes and the opportunity to convert existing build-outs provides flexibility when identifying site locations.*

AVAILABLE TERRITORIES: *Captain D's is positioned to grow in 36 states. Contact us to see if your market is available.*

*Reflects standard builds. Investments ranges can vary.

CONTACT

FRANCHISE DEVELOPMENT SALES

615.235.0915

www.captainsfranchising.com



RANKINGS & AWARDS

Checkers & Rally's is consistently ranked highest in overall value by guests in the category - thriving in both booming and retracting economies.

- Voted #1 Most Craveable Fries by Restaurant Business in 2019
- Ranked in Top Food Franchises and Top Food & Beverage Franchise***



FAST FACTS:

FRANCHISING SINCE: 1991

MULTI-UNIT FRANCHISEE OPERATING UNITS: 499

TOTAL OPERATING UNITS: 573

COMPANY OPERATING UNITS: 265

CAPITAL INVESTMENT: \$254,000 - \$1,431,000

FRANCHISE FEE: \$20,000 to \$30,000

ROYALTY FEE: 4% of Net Sales

ADVERTISING FEE: 4.5% of Net Sales

EARNINGS CLAIMS: \$1,073,970 (First 12 months)*

BUILD-OUT OPTIONS: Flexible modular restaurant design

AVAILABLE TERRITORIES: All major US markets.

OPPORTUNITY DESCRIPTION

For over 30 years, Checkers & Rally's has focused on bold and flavourful food, amazing value for our guests, and restaurant profitability. Our nimble modular restaurant design with a contactless experience and closed kitchen offers multi-unit franchisees price certainty and a shorter development time.

"With a pandemic proof business model and a focus on restaurant profitability, we win and grow together." - Ursula Lane, Director of Franchise Recruitment, Checkers & Rally's Restaurants

QUALIFICATIONS

We are looking for both individuals with prior restaurant/business experience and those who are seeking a financial investment. Our financial criteria are:

- Minimum of \$750,000 Net Worth and \$250,000 Liquid Assets per unit

SITE ASSISTANCE

Prior to opening, each franchisee is assigned a Real Estate Manager and a Construction Manager to help source sites and build the best restaurant

- 4 Weeks of personalized in restaurant and field Comprehensive Franchise Training
- After opening, franchisees are assigned a Franchise Business Consultant for dedicated support



INCENTIVES

- The company offers multiple development incentive programs towards the opening of a Checkers or Rally's restaurant.
- 50% Off Royalties for New Restaurant Openings
- As part of their VetFran Program, qualified veterans of the US military receive a \$0 initial franchise fee for their first franchise agreement (\$30,000 savings).



CONTACT

ROBERT BHAGWANDAT

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© 2021 Checkers Drive-In Restaurants, Inc. 4300 W. Cypress St., Suite 600, Tampa, FL 33607. * Per Item 19 in Checkers & Rally's 2020 Franchise Disclosure Document. **Per 2018, 2017, & 2016 Best Franchise Deal and QSR Top 50 report as published by QSR Magazine. *** Per Franchise Business Review 2020 Top Franchises Franchisee Satisfaction Study. Written substantiation will be provided on request.



THE LEADING
USDA-CERTIFIED
ORGANIC
JUICE BAR
 FRANCHISE CONCEPT

HEALTHY IN BODY | STRONG IN SPIRIT



CLEAN JUICE®

QUALIFICATIONS

- \$120k liquid
- \$500k net worth (one store)
- Multi-unit opportunities available
- Welcome those with an entrepreneurial spirit and who is a true grinder and proven business leader
- Also ask about its sister franchise brand, **freecoat nails** - a non-toxic beauty salon.

OPPORTUNITY DESCRIPTION

Realizing the importance of an organic, plant-based diet, co-founders Landon and Kat Eckles started Clean Juice in 2016 as the first and only **USDA-certified organic juice bar franchise**. Rooted in "healthy in body and strong in spirit" (3 John 1-2) scripture, Clean Juice offers organic acai bowls, cold-pressed juices, smoothies, and other healthy food to on-the-go families in a warm and welcoming retail experience across the nation. A high level of marketing/operational support and training is provided.

DEMOGRAPHICS

High density and traffic counts (35k cars per day), lifestyle and power centers, co-tenants: Orangetheory, fitness boutiques, high-end (organic) grocer and other healthy lifestyle organizations; customer base is healthy lifestyle immersed and affluent.

RANKINGS & AWARDS

- #1 and #18 on Franchise Gator's 2021 Top Emerging and Fastest Growing Franchises lists
- #264 Forbes' 2021 America's Best Startup Employers
- #154 Entrepreneur's 2021 Franchise 500® ranking
- #7 Entrepreneur's 2021 Top New Franchises
- WINNER - Charlotte's Best and Brightest Company



SITE ASSISTANCE

Very hands-on during developmental phase.

FAST FACTS:

FRANCHISING SINCE: 2016

MULTI-UNIT FRANCHISEE
 OPERATING UNITS: 40%

TOTAL OPERATING UNITS: 102

COMPANY OPERATING UNITS: 13

CAPITAL INVESTMENT: \$350,000

FRANCHISE FEE: \$42,500

ROYALTY FEE: 6%

ADVERTISING FEE: 1%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *Inline, End caps, Drive-thru and Stand-alone*

AVAILABLE TERRITORIES: *AZ, AL, CA, CO, FL, GA, ID, IL, IN, KY, MD, MI, MN, NJ, NV, OH, OK, OR, PA, SC, UT, TX*

CONTACT

STACI MCDONNELL

VP of Franchise Development
 704.918.1217 Ext. 103
 staci@cleanjuice.com
 cleanjuicefranchising.com



QUALIFICATIONS

Del Taco is actively seeking passionate, qualified franchisees with multi-unit operating experience interested in developing multiple restaurants in a specific territory. They must be well capitalized with access to at least \$500,000 in liquid capital and have a combined minimum net worth of over \$1 million. Prospective partners have the opportunity to join a thriving brand with plenty of room for franchisees to grow in both existing and untapped markets.



FAST FACTS:

FRANCHISING SINCE: 1967

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 301

TOTAL OPERATING UNITS: 600+

COMPANY OPERATING UNITS: 300

CAPITAL INVESTMENT: \$859,700 -
\$2,116,500*

FRANCHISE FEE: \$35,000

ROYALTY FEE: 5%

ADVERTISING FEE: 4%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *Fresh Flex design ranges 1,200-2,300 sq ft, allowing growth through small footprint drive-thru only models, drive-thru endcaps, conversions and freestanding sites.*

AVAILABLE TERRITORIES: *For growth opportunities, please visit our website for more information: www.deltacofranchise.com*

*2020 FDD

CONTACT

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franchising@deltaco.com
[www.deltacofranchise.com/
freshflex](http://www.deltacofranchise.com/freshflex)



DEMOGRAPHICS

Del Taco's effective barbell menu strategy includes a range of premium and value menu items available at price points that appeal to guests of all income levels. Our full complement of dayparts and ongoing menu innovation appeals to a broad demographic and is continuing to drive increased traffic and sales. Consumers everywhere are consistently asking for a Del Taco in their town.

RANKINGS & AWARDS

- Entrepreneur ranked Del Taco as one of the Fastest Growing Franchises.
- Consumer Reports named Del Taco as providing the "Best Value for Your Money".
- Del Taco consistently ranks high in the Top 50 chains by QSR magazine, and is among the NRN Top 100 chains.
- Del Taco has also been recognized in the Franchise Times Top 200 and Entrepreneur Franchise 500 rankings.
- Thrillist awarded Del Taco "Best Taco" (Fasties Awards, 2020)

SITE ASSISTANCE

Del Taco employs sophisticated demographic and analytical tools and local real estate broker selection to guide development strategy and site selection in new markets. In addition, Del Taco has an in-house Construction and Design team to provide assistance with construction management and equipment vendors.

OPPORTUNITY DESCRIPTION

The Mexican Quick Service Restaurant (MQSR) category is one of the fastest growing segments in the industry, and Del Taco (NASDAQ:TACO), as the second largest MQSR in terms of units with approximately 600 in 16 states, is a true leader in the space. Offering delicious quality food, prepared with fresh ingredients and served at the value and convenience of a drive-thru, Del Taco continues to pioneer the QSR+ category and fill a void in the industry between a traditional QSR and a fast casual restaurant. With Del Taco's unique QSR+ positioning, an investment in the company presents enormous growth potential for experienced multi-unit operators looking to diversify their portfolios with a brand on the rise.





OPPORTUNITY DESCRIPTION

Founded in 2010, Dog Haus has changed what it means to be a hot dog restaurant. With locations grossing over \$2 million per year, per year, we've elevated hot dogs, sausages and burgers into a one-of-a-kind, chef-driven experience merged with lively bars stocked with craft beer and celebrity-created cocktails. We give full training and ongoing marketing support and provide an entire team at corporate that is just a phone call away.

DEMOGRAPHICS

Dog Haus thrives in affluent, high-density areas, as well as in underserved markets for craft beer and high-quality food. The brand can succeed across multiple generations and in a wide variety of locations.

SITE ASSISTANCE

Dog Haus is hands on with site selection and construction. We provide site analysis based on both analytics as well as in-person site tours. Our in-house team creates the design and closely monitors the construction process.

RANKINGS & AWARDS

- 2020 Fast Casual Top 100 "Movers and Shakers" #3
- 2020 Entrepreneur Magazine "Top Food Franchises"
- 2020 Nation's Restaurant News "Menu Masters" award for "Menu Trendsetter"
- 2020 Restaurant Business "Future 50"
- 2020 Fast Casual Top 100 "Movers and Shakers" #39
- 2018 QSR "Top 12 Emerging Concepts"
- 2018 Entrepreneur Magazine "Top New Franchises"
- 2018 Restaurant Business "Future 50"
- 2017 Zagat "14 Hottest Fast Casual Chains"
- 2016 Fast Casual Top 100 "Movers and Shakers" #12
- 2015 Nation's Restaurant News "Breakout Brand"

QUALIFICATIONS

Qualified franchisees should have multi-unit restaurant experience, sufficient net worth to build out an area development, strong knowledge of potential territory and passion for customer service.



FAST FACTS:

FRANCHISING SINCE: 2013

MULTI-UNIT FRANCHISEE OPERATING UNITS: 27

TOTAL OPERATING UNITS: 44

COMPANY OPERATING UNITS: 1

CAPITAL INVESTMENT: \$377,500 - \$968,100

FRANCHISE FEE: \$35,000

ROYALTY FEE: 6%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: None

BUILD-OUT OPTIONS: *Inline, End Cap, Stand Alone, Lifestyle Centers, Virtual Kitchens*

AVAILABLE TERRITORIES: *Opportunities possible across the U.S.*

CONTACT

ERIK HARTUNG
Franchise Development
818.383.5869
erik@doghaus.com
www.doghaus.com

DUNKIN'



OPPORTUNITY DESCRIPTION

Dunkin' isn't just the number one retailer of hot and iced coffee by the cup, we are also one of the largest coffee and baked goods chain in the world!* With more than 12,600 restaurants in 40 countries worldwide, we are looking for exceptional franchise candidates to help keep America runnin' on Dunkin' every day.

FAST FACTS:

FRANCHISING SINCE: 1955

MULTI-UNIT FRANCHISEE OPERATING UNITS: 13,000

CAPITAL INVESTMENT: \$199,700 - \$1,687,200

FRANCHISE FEE: \$40,000-\$90,000
(varies by market)

ROYALTY FEE: 5.9%

ADVERTISING FEE: 5%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: Freestanding, Inline, Endcap, Multi-Brand & Non-Traditional locations

AVAILABLE TERRITORIES: AL, AR, CA, CO, FL, GA, IA, IL, KS, LA, MI, MO, MS, NE, NV, OH, OK, SC, TN, TX, VA, WV

CONTACT

FRANCHISE RECRUITMENT

Dunkin' Franchising

781.737.5530

dunkinfranchising@dunkinbrands.com

www.dunkinfranchising.com

RANKINGS & AWARDS

- Ranked one of the top franchises in 2021 (Entrepreneur Franchise 500)
- Market leader in hot/iced regular/ decaf/flavored coffee, donuts, muffins, and bagels (2020 NPD/CREST Market Research)
- #1 for customer loyalty in the coffee category for 15 years running (2021 Brand Keys)

SITE ASSISTANCE

Dunkin' experienced Real Estate team works with franchisees to effectively navigate through the many challenges of site selection and development.



DEMOGRAPHICS

- Strong residential populations
- Drive-thru
- Minimum 20,000 ADT
- Superior real estate positioning
- Morning Drive Side
- Strong vehicular visibility
- Prototypical signage
- Limited obstructions that may impact customer reaction time
- Minimum of one parking space per table with a minimum of 18 seats
- Option for 24-hour operations

QUALIFICATIONS

Requirements vary by market, but the lowest requirements are \$250k minimum liquid assets and \$500k minimum net worth per unit.



OPPORTUNITY DESCRIPTION

As the world's leading gift and treat destination, Edible® is the largest franchisor of stores offering all-natural fruit, dipped treats and fresh fruit arrangements. With more than 1,000 locations worldwide, its robust delivery system reaches 75% of US households within 1 hour. Edible's® e-commerce platform, continuous innovation with product launches in brand new sectors of the business—music, floral and bakeshop—and additional brand partnerships have earned record-breaking sales in the past year.



DEMOGRAPHICS

Edible's® wide variety of product offerings and diverse menu is appealing to a broad range of demographics. Its one-of-a-kind fresh fruit arrangements, chocolate Dipped Fruit™, fresh fruit smoothies, fresh produce boxes, FruitFlowers™ and other treats fare well in almost every market. Delivering satisfaction to all of life's celebrations, Edible® has fans constantly coming back for more.

SITE ASSISTANCE

Edible's® real estate team provides site selection tools and utilizes their knowledge along with 3rd party resources to assist in selecting the right locations for franchisees. Edible's® robust support team which includes individuals from marketing, development, training, operations, construction and real estate are with franchisees every step of the way as they work to open and operate their stores.



QUALIFICATIONS

Edible® is seeking qualified multi-unit operators with relevant development experience, an understanding of local market real estate, a proven track record of success as a franchise operator and candidates who are highly involved in their communities. They must be able to access at least \$80,000 in liquid assets with a net worth of \$250,000. Prospects have the opportunity to join a thriving brand with a 93% brand awareness that achieved record-breaking sales in 2020.

RANKINGS & AWARDS

Edible® has been recognized as an industry leader, previously being ranked first in its category in Entrepreneur magazine's annual Franchise 500®, Entrepreneur's Top 40 of Fastest Growing Franchises and America's Top Global Franchises as well as being included among the Inc. 5000 list of the fastest growing privately-held companies. Most recently, the brand was recognized for the honor of "Most Innovative Product Introduction" in the Product & Services category of Franchise Update Media's 2020 Innovation Awards.

FAST FACTS:

FRANCHISING SINCE: 2001

MULTI-UNIT FRANCHISEE OPERATING UNITS: 60%

TOTAL OPERATING UNITS: 1000+

COMPANY OPERATING UNITS: 6

CAPITAL INVESTMENT: \$173,600 - \$409,700

FRANCHISE FEE: \$20,000-\$30,000

ROYALTY FEE: 5%

ADVERTISING FEE: 5%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *Attractive new prototype, 1,300 to 1,500 square feet*

AVAILABLE TERRITORIES: *Alabama, Alaska, Colorado, Georgia, Hawaii, Idaho, Illinois, Kansas, Kentucky, Louisiana, Maine, Mississippi, Missouri, Nevada, New Hampshire, Northern California, North Carolina, North Dakota, Oregon, Pennsylvania, South Carolina, South Dakota, Tennessee, Vermont, Virginia, Washington and Wyoming.*

CONTACT

PATRICIA PERRY

Vice President of Franchise Development
678.992.2350
franchiseinfo@edible.com
ediblefranchise.com



OPPORTUNITY DESCRIPTION

Fazoli's® is a premium QSR serving fast, fresh Italian at a great value for over 33 years. Guests enjoy delicious Italian fare and the brand's famous signature breadsticks through dine-in, carryout, curbside, drive-thru, catering, mobile/online ordering and delivery. Fazoli's® commitment to excellence is evident in every detail - from menu innovation to a modern restaurant design and unparalleled guest service. Quality means everything at Fazoli's.



NEW!
LOW CONVERSION
COST UNDER \$350K*

\$0

**DOWN
PAYMENT**

\$0

**FRANCHISE
FEE****

\$0

**ROYALTY FEE
YEAR ONE**

*Pending conversion site. **\$0 Franchise Fee when selecting five year initial term conversion option.

FAST FACTS:

FRANCHISING SINCE: 1988

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 70

TOTAL OPERATING UNITS: 213

COMPANY OPERATING UNITS: 56

CAPITAL INVESTMENT: \$250,000

FRANCHISE FEE: \$40,000 **WAIVED**

ROYALTY FEE: 5% **WAIVED**

ADVERTISING FEE: 4%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Free Standing, Endcap with Drive-Thru, Conversions, College Campus, Airport, Double Drive-Thru, Virtual Kitchen

AVAILABLE TERRITORIES: Midwest, South, Southeast, Atlantic

DEMOGRAPHICS

GENERAL TRADE AREA GUIDELINES:

- Suburban regional retail focal points strongly preferred
- Near other Casual, QSR and Fast Casual restaurants, including Italian concepts
- Near traffic generators, such as residential, office, retail, hospitals, recreations and university for strong lunch and dinner dayparts

RANKINGS & AWARDS

- Entrepreneur Magazine: Franchise 500
- Fast Casual & Steritech Excellence in Food Safety
- Fast Casual: Top Mover & Shaker
- NRN: Top 200 & Top 10 Franchise Growth & Most Influential Restaurant CEOs
- Gold Stevie: Company & CEO
- FBR: Top 200 Satisfaction & Brand Culture



QUALIFICATIONS

- \$300,000 Liquid Assets
- +\$1 Million Net Worth
- Restaurant Ownership Preferred, Not Required
- Single and Multi-unit agreements available

SITE ASSISTANCE

Comprehensive Site Assistance, including 3rd party demographic studies, drawings, General Contractor Selection, Construction, Marketing and Training

CONTACT

STEVE BAILEY

Sr. Director of Franchise Sales
303.968.4482
steve.bailey@fazolis.com
<https://ownafazolis.com/>



RANKINGS & AWARDS

Goldfish Swim School is making a splash in the franchise world! Recent accolades and recognitions include ranking #11 on Franchise Times' Fast & Serious List, #29 (#1 in the 'Children's Fitness' category!) in Entrepreneur Magazine's 2021 Franchise 500®, named a Top Franchise for 2021 by Franchise Business Review, and making an appearance on The Inc. 5000 list for the sixth consecutive year. Goldfish Swim School continues to prove itself as the Golden learn-to-swim and children's fitness franchise.

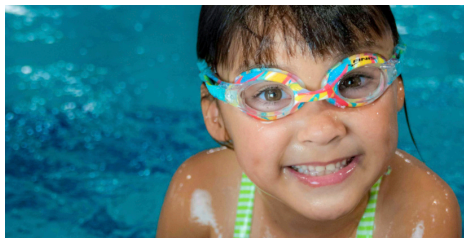
OPPORTUNITY DESCRIPTION

Join a franchise that's making waves! As Entrepreneur Magazine's #1 children's fitness franchise, Goldfish Swim School provides swim lessons to infants and children by specially trained instructors in a safe, fun, and state-of-the-art facility, using their proprietary curriculum. Goldfish Swim School was established in Birmingham, MI in 2006, and opened its first franchise location in 2009. Goldfish Swim School is expanding franchise opportunities throughout the western and southern regions of the US, as well as English-speaking provinces of Canada.



SITE ASSISTANCE

As a member of the Goldfish Swim School Franchise Family, their Real Estate Director will ensure that your site selection process goes swimmingly! From market tours to broker selection, lease negotiation to signing, you'll be guided every step of the way. You'll also have support from the Goldfish Construction Team and approved project managers throughout the construction process, and ongoing facility support after your award-winning, life-saving pool opens!



DEMOGRAPHICS

As the premiere learn-to-swim facility, Goldfish Swim School makes a splash in affluent, family-focused communities across North America. Areas with high densities of children up to 9 years of age, with household incomes of \$100k are ideal locations. The tropical-themed and state-of-the-art facilities average 6,000-9,000 square feet, and require approximately 80-100 parking spots. As a data-driven franchise, Goldfish Swim School's development team has researched and identified communities across North America that are a perfect place to dive in!

QUALIFICATIONS

Goldfish Swim School is seeking qualified and engaged individuals, as well as multi-unit franchise partners, who are involved with their community and passionate about making a difference! Candidates must have \$500,000 in liquid capital and \$1.5MM in net worth, as well as strong business acumen, high standards of excellence and a commitment to going above and beyond with every detail to create a Golden Experience in their community!

FAST FACTS:

FRANCHISING SINCE: 2009

MULTI-UNIT FRANCHISEE OPERATING UNITS: 60

TOTAL OPERATING UNITS: 113

COMPANY OPERATING UNITS: 1

CAPITAL INVESTMENT: \$1,370,283 - \$3,250,358

FRANCHISE FEE: \$50,000

ROYALTY FEE: 6%

ADVERTISING FEE: 2% of gross sales and 2% of gross sales quarterly towards local marketing

EARNINGS CLAIMS: Yes, prior to COVID. Currently, no.

AVAILABLE TERRITORIES: Western and southern states primarily and English-speaking provinces of Canada

CONTACT

PATTY CROWE

Franchise Development Manager
844.906.0580
patty@goldfishfranchise.com
www.goldfishswimschool.com/
franchise-opportunities/



RANKINGS & AWARDS

- 2021 Franchise Times 'Zor Awards winner
- Ranked #1 in category- Entrepreneur Magazine 2021 & 2020
- Top 500 Entrepreneur Magazine- 2021, 2020, 2019, 2018, 2017, 2016
- Franchise Times Top 200- 2021, 2020, 2019. Inc. 5000- 2020
- #8 High Investment to Buy by Forbes 2019
- Franchise Times Fast and Serious 2020, 2019



FAST FACTS:

FRANCHISING SINCE: 2006

MULTI-UNIT FRANCHISEE OPERATING UNITS: 104

TOTAL OPERATING UNITS: 480

COMPANY OPERATING UNITS: 2

CAPITAL INVESTMENT: \$567,626 to \$674,476

FRANCHISE FEE: \$42,500 / \$32,500 for each additional unit

ROYALTY FEE: 5% first 52 weeks of operations / 6% thereafter

ADVERTISING FEE: 4% Local/ 1% National

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: In-line, Endcap, Free standing, Urban and Suburban

AVAILABLE TERRITORIES: Currently operating in 33 US States and 3 Canadian Provinces and over 700 territories available for development.

CONTACT

JOHN TEZA

President & Chief Development Officer
215.259.7540, ext 212
jteza@handandstone.com

OPPORTUNITY DESCRIPTION

Founded in 2004, Hand & Stone's is focused on delivering massage, skincare, and hair removal services in an affordable, convenient, and professional environment. Our diversified revenue model includes a membership program, non-member services, service enhancements, retail, and gift cards. With nearly 500 spas across North America, Hand and Stone is a mature system with significant consumer adoption. Hand and Stone is seeking experienced franchise partners looking to add a well-established brand to their portfolio.

QUALIFICATIONS

Most owners employ a full-time manager. Our owners focus on marketing and advertising, finance, and talent acquisition/development. The owners at Hand & Stone need to have great communication skills -this is a people business!

- Net Worth: \$750K (per unit)
- Liquid Capital: \$150K (per unit)



DEMOGRAPHICS

For massage services, the Hand and Stone core consumer is middle income. Our core consumer skews slightly female (60/40 split) and slightly older (25 to 55.) Our skincare consumer skews slightly younger. We locate in markets with strong residential and daytime density, solid incomes, and sites in proximity to where people live, work, and play. Hand and Stone spas thrive in urban, suburban, and exurban locations in a variety of locations. Our preferred location type is a female & health-oriented shopping centers with day to day use co-tenants: banks, apparel, restaurants, supermarkets, etc.

SITE ASSISTANCE

Our Real Estate team is hands on during the site selection process. Not only will our team travel out to your market for your site tour, but you will also receive:

1. Full Competitive Analysis
2. Traffic Count Study
3. Focus on Demographic & Tapestry Segmentation
4. Floor Plan Design
5. Construction Bid Review
6. In-House Architectural Plans





A brand new way to extended stay.™

QUALIFICATIONS

HomeTowne Studios offers a new build prototype option and will accept hotel conversions with property improvements to meet brand standards.

Franchisees are generally required to have a net worth of \$3 million; liquidity of \$1 million.

OPPORTUNITY DESCRIPTION

Extended -stay is the fastest-growing category in the lodging industry and the most resilient in times of economic uncertainty. HomeTowne Studios by Red Roof gives franchisees the opportunity to enter this market with an exciting new build option from one of the most iconic brands in the lodging industry. Enjoy the many advantages of doing business with Red Roof. From day one, our professionals help with design, construction, revenue management, and staff training. You'll also have access to Red Roof's distribution channels, a national business-to-business sales force and a successful guest loyalty program with over 3.6 million members.



DEMOGRAPHICS

HomeTowne Studios caters to guests requiring more homelike accommodations for longer stays. Higher components include essentially residential guests, business travelers including construction crews, training programs, corporate relocations, and guests receiving medical treatments patients and their visitors.

RANKINGS & AWARDS

Established in 2018, the brand does not currently have any awards to post.

SITE ASSISTANCE

Site review assistance available; Design and Construction assistance also available.



FAST FACTS:

FRANCHISING SINCE: *The brand was acquired by Red Roof and began franchising in 2018; Red Roof has been in the franchising business since 1996*

MULTI-UNIT FRANCHISEE OPERATING UNITS: *54*

TOTAL OPERATING UNITS: *58*

COMPANY OPERATING UNITS: *all franchised*

CAPITAL INVESTMENT: *(null)*

FRANCHISE FEE: *\$30,000*

ROYALTY FEE: *5% of Gross Room Revenues*

ADVERTISING FEE: *2.5% of Gross Room Revenues*

EARNINGS CLAIMS: *No*

BUILD-OUT OPTIONS: *HomeTowne Studios has a new build prototype and accepts conversions with existing hotel assets.*

AVAILABLE TERRITORIES: *Available across the United States*

CONTACT

MATT HOSTETLER
 Chief Development Officer
 713.576.7426
 mhostetler@redroof.com
 Redrooffranchising.com

*This is not an offer. No offer or sale of a franchise will be made except by a Franchise Disclosure Document first filed and registered with the applicable authorities. For New York: An offering can only be made by a prospectus filed first with the Department of Law for the State of New York. Such filing does not constitute approval by the Department of Law. For Minnesota: #F-5824. Red Roof Franchising, LLC, 7815 Walton Pkwy New Albany, Ohio 43054.



INTELLIGENT OFFICE

OPPORTUNITY DESCRIPTION

Invest in WHATS NEXT with an Intelligent Office Franchise. Intelligent Office offers a proven model, resources, and support for business leaders who want to pursue a successful life by helping companies reach their full potential. With turnkey business ownership and endless potential, owning an Intelligent Office Franchise in this exciting and growing industry is the path to investing intelligently.

FAST FACTS:

FRANCHISING SINCE: 1999

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 28

TOTAL OPERATING UNITS: 57

COMPANY OPERATING UNITS: 3

CAPITAL INVESTMENT: \$359,035-
\$1,185,596

FRANCHISE FEE: \$59,000

ROYALTY FEE: 6%

ADVERTISING FEE: 2%/ min \$2,500
per month

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: *Best in class
office space in Urban, Suburban and
Exurban Locations*

AVAILABLE TERRITORIES: *Available
territories throughout North America,
No Territory Is Sold Out*

CONTACT

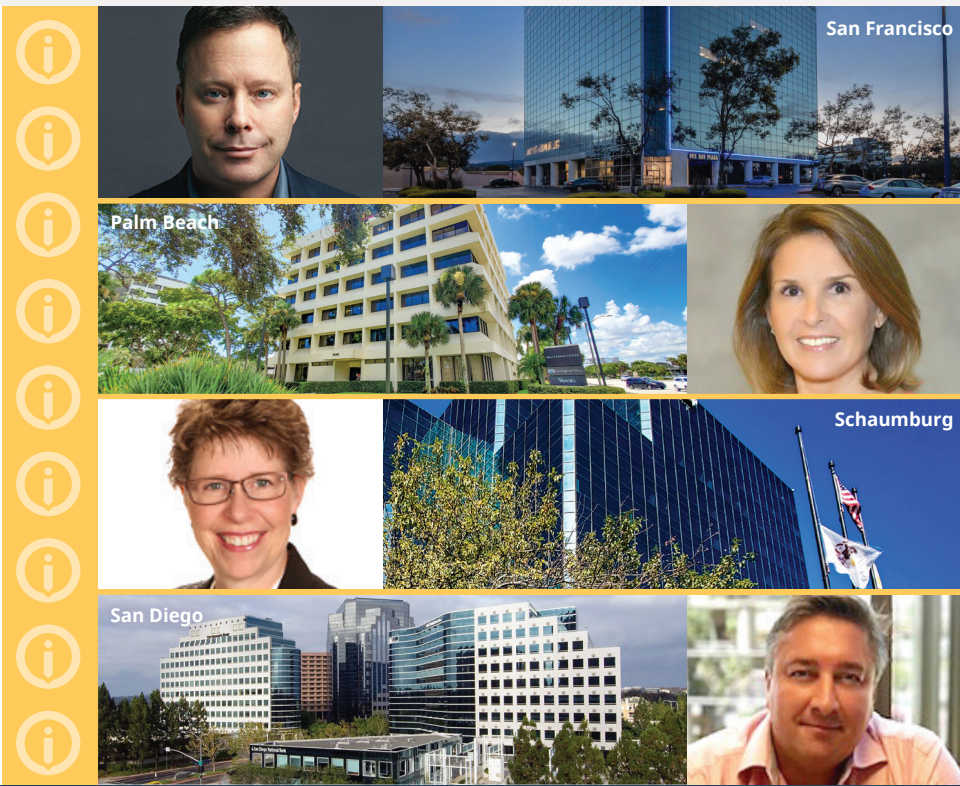
TRICIA DESCHENES

Director, Franchise Development

303.417.2100

tdeschenes@intelligentoffice.com

www.franchise.intelligentoffice.com



DEMOGRAPHICS

Intelligent Office appeals to a large and diverse addressable market. IO has had proven success in downtown, suburban and exurban areas.

- 7,000- 12,000 square feet of best in class office space
- Population of 125,000 in a five-mile radius
- Proximity to other executive suites
- Proximity to coffee shops & hotels with conference facilities
- Median Household Income \$60,000 +
- Convenient access to major traffic arteries
- 15% population with Bachelor's Degree
- Multiple tenants in the building
- Clients are small to medium sized businesses and the distributed workforce

QUALIFICATIONS

We are actively seeking established multi-unit franchisees with proven success in business development and sales to develop territories across North America. Our ideal candidate has a strong desire to be successful, enjoys building relationships and comes from a professional background. Net worth of \$750k and liquid capital of \$300k are required.

SITE ASSISTANCE

Our real estate and project management partners provide turnkey site assistance support. Services include the use of sophisticated demographic and analytical tools, market analysis, site tours, lease negotiations, architectural planning, and construction/ project management.

RANKINGS & AWARDS

2021 Top Franchisor by the Franchise Business Review



Phone
Answering



Virtual
Assistants



Office
Spaces



Meeting
Rooms



Virtual
Addresses



OPPORTUNITY DESCRIPTION

Island Fin Poke is a quick casual restaurant that serves incredible Hawaiian style poke in a cool casual environment and transports you from every day to a surf shack on the beach. From our homemade sauces, 25 toppings & sustainably sourced fish you will be tasting the flavors of the islands. Our commitment to excellence is evident in every detail, from menu innovation to a unique restaurant design and unparalleled guest service.

DEMOGRAPHICS

Near dense daytime populations, including business districts, business parks, colleges, schools and hospitals.

SITE ASSISTANCE

Our real estate & construction teams provide ongoing support during the site selection process. Island Fin Poke uses site analysis tools that support trade area demographics and competitive restaurant trends.

QUALIFICATIONS

- Net Worth: \$500,000
- Liquid Assets: \$200,000



RANKINGS & AWARDS

- QSR Magazine The 40/40 List (Ranked #5)
- Franchise Directory 100 Game Changers 2020

FAST FACTS:

FRANCHISING SINCE: 2017

MULTI-UNIT FRANCHISEE OPERATING UNITS: 20%

TOTAL OPERATING UNITS: 13

CAPITAL INVESTMENT: \$194,000 - \$335,000

FRANCHISE FEE: \$40,000

ROYALTY FEE: 6%

ADVERTISING FEE: 1.5%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: (In-line, Free Standing, Drive-thru, Conversions, College Campus, Airport)

AVAILABLE TERRITORIES: All major US markets



CONTACT

CLIFF R. NONNENMACHER, CFE
561.277.3711
Cliff@IslandFinPoke.com
www.IslandFinPoke.com



OPPORTUNITY DESCRIPTION

Since 1986, the organization has grown to nearly 6,000 franchised and company-owned locations; including 3,000 in Walmart stores throughout the United States. Our low start-up investment offers new franchisees the opportunity to choose their own path to success: a single tax office location or expansion into multi-units, applying a market strategy shared by nearly 75% of our system.



FAST FACTS:

FRANCHISING SINCE: 1986

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 75%

TOTAL OPERATING UNITS: 5,781

COMPANY OPERATING UNITS: 1,948

CAPITAL INVESTMENT: \$45,130 - \$110,255

FRANCHISE FEE: \$15,000 - \$25,000

ROYALTY FEE: Graduated royalty structure; up to 15%

ADVERTISING FEE: 6%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Kiosk and Storefronts

AVAILABLE TERRITORIES: All States

DEMOGRAPHICS

Our system can accommodate any customer who needs to file federal and state income taxes. Our clients range from early tax filers with simple returns to late-season customers with more complex filing needs.

SITE ASSISTANCE

A comprehensive analysis of market demographics and industry data is provided for all available territories to determine optimal placement for storefront locations. Additionally, personalized site selection assistance is provided through our field-based Regional Directors.

- **Strategic Partnerships:** Walmart® & American Express®
- **Lifestyle Choice:** Tax Preparation is a Seasonal Business
- **Multi-Unit Expansion:** Our Franchisees Average Over 7 Locations
- **2 Year Dedicated Mentoring Program With Our Franchise Integration Team**

Stable Industry:

According to the IRS.gov website, over 165 million Americans filed a tax return in 2020, with nearly 50% of all individual tax returns being prepared by a paid tax professional.*

*Total includes returns filed to obtain Economic Impact Payments by those who would not usually file income tax returns.



RANKINGS & AWARDS

Jackson Hewitt is the nation's second largest in-person full-service tax preparation company; ranked # 1 for tax services in Entrepreneur Franchise 500 list for 2021 and # 250 overall.

QUALIFICATIONS

We are seeking new franchisees with a passion to grow and expand their footprint into multiple units over 3-5 years. Candidates should have available operating capital of \$50,000-\$75,000 for each storefront location. Walmart kiosk locations require available operating capital of \$35,000-\$50,000. Previous franchise, small business, or retail management experience is preferred.

CONTACT

DEIDRE TALT

Director, Franchise Development
973.630.0882
Deidre.Talt@jtax.com
www.jacksonhewitt.com

OPPORTUNITY DESCRIPTION

Since 1997, Liberty Tax franchisees have brought tax and financial expertise to thousands of communities across the US and Canada. And while our franchisees were building success, the executive and home office teams have been focused on developing cutting edge technology, results-based marketing and a world class support center. No longer a 4-months per year revenue opportunity, Liberty franchisees now have access to multiple other revenue streams, such as bookkeeping, insurance, mortgage originations, loans and more.

RANKINGS & AWARDS

- 2020 Entrepreneur Franchise 500 (Ranked 355)
- Entrepreneur 2020 Top Global Franchises (Ranked 40)
- 2019 Entrepreneur Franchise 500 (Ranked 394)
- Franchise Times Top 200+
- 2018 Franchise Gator Top 100

FAST FACTS:

FRANCHISING SINCE: 1997

MULTI-UNIT FRANCHISEE OPERATING UNITS: 40%

TOTAL OPERATING UNITS: 2,694

COMPANY OPERATING UNITS: 184

CAPITAL INVESTMENT: \$20,700-\$73,900

FRANCHISE FEE: \$40,000

ROYALTY FEE: 14%

ADVERTISING FEE: 5%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *Freestanding, Inline, Endcap, Conversions*

AVAILABLE TERRITORIES: *All states*

DEMOGRAPHICS

With offices in every major and secondary metro, Liberty Tax serves a broad customer base. From tax preparation to loans, insurance and more, our network can meet the needs of any taxpayer.



QUALIFICATIONS

To become a Liberty Tax franchisee, a minimum liquidity of \$60,000 is required. The franchisee or manager must be either an enrolled agent, CPA or have 3+ years in the tax preparation field. Many franchisees hire qualified individuals to meet this requirement.

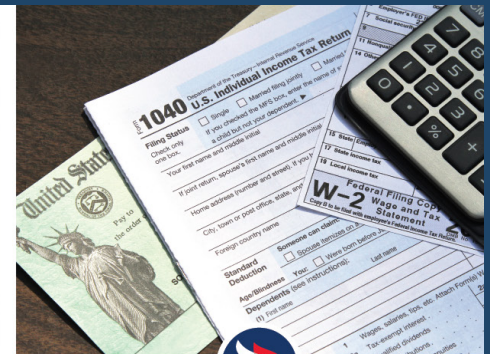
CONTACT

855.999.1864
sales@libtax.com
ownaliberty.com

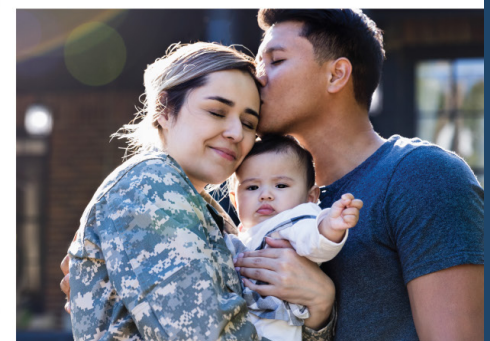


Say hello TO
UNLIMITED POTENTIAL.

Now is the perfect time to consider franchise ownership with a top national brand in an essential industry. We've reimagined what it's like to own a reputable tax business and we're ready to light your path towards a brighter and more certain future.



Ask us about multi-unit opportunities and special pricing for US military veterans and first responders.





LunchboxWax®

OPPORTUNITY DESCRIPTION

At LunchboxWax, our mission is to help people achieve smooth skin and beautiful brows in minutes. We are a full-service, speed-waxing salon that caters to every body who is selective when it comes to self-care. We offer a range of services to address any hair removal needs; from brows to bottoms, cheeks to chest. Because waxing is all we do, franchise owners can expect high employee retention, loyal clientele and strong financial returns.



FAST FACTS:

FRANCHISING SINCE: 2013

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 40

TOTAL OPERATING UNITS: 48

CAPITAL INVESTMENT: \$357,300 to \$507,250 (incl. franchise fee)

FRANCHISE FEE: \$49,500

ROYALTY FEE: 6%

ADVERTISING FEE: 3%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: One Prototype: 1200-1500 square feet

AVAILABLE TERRITORIES: Most of the US with the exception of Northern CA, MA, NH, RI,

QUALIFICATIONS

We are very interested in partnering with individuals who have experience running businesses and teams of employees. We have found that franchisees that have not had this experience have witnessed higher turnover and learning curve with employees, which has been their biggest challenge.

- Salon or beauty industry experience NOT required
- Passionate and experienced building teams
- Strong communication skills
- Dedicated achievers motivated by strong profitability
- Community-oriented

SITE ASSISTANCE

At LunchboxWax, we have a network of support and educators for our Franchise Owners and their new employees, as well as continuing courses to provide further development. We also provide a Technology Support Center, LunchboxWax University, Intranet, POS System continuous communications and updates, quarterly "Chief Calls" with our C-suite, dedicated onboarding calls with VPs (business coaching), Franchisee Advisory Council (FAC), and marketing.

DEMOGRAPHICS

LunchboxWax is looking for franchise partners interested in purchasing multi-units ranging from 3, 5, or 10 or more in select locations. We require a minimum net worth of \$500,000 and find that the business model works well for couples, business partners, and multi-unit franchisees of other brands who are interested in the self-care space.

RANKINGS & AWARDS

- 2021 Entrepreneur Franchise 500
- 2020 Entrepreneur Franchise 500
- Debi Lane - Woman of the Year Honoree 2019, Idaho Business Review
- 2018 Entrepreneur Franchise 500
- 2018 Top 50 New Franchises, according to Entrepreneur magazine

CONTACT

SCOTT SCHUBIGER

VP Franchise Sales

973.525.9811

scott@lunchboxwax.com





OPPORTUNITY DESCRIPTION

Marco's Pizza is one of the nation's fastest-growing pizza brands with more than 40 years in the pizza business. We offer Italian-quality pizza for carry out and delivery, as well as specialty pizza bowls, hot/cold subs, wings, CheezyBread, salads, and more. Beyond our great product, we built our business model around putting people first and offering hospitality always. We are looking for single and multi-unit operators and have areas nationwide available.



DEMOGRAPHICS

Market Criteria

- 1200 - 1,600sq ft.
- Median income of \$50,000 - \$150,000
- 10,000+ house holds (minimum 2.5 persons household) within a 8-10 minute drive time

SITE ASSISTANCE

Prior to opening our director of real estate works with you to source sites.

QUALIFICATIONS

Minimum net worth - \$450,000

Liquid assets - \$150,000

FAST FACTS:

FRANCHISING SINCE: 1978

MULTI-UNIT FRANCHISEE OPERATING UNITS: 45%

TOTAL OPERATING UNITS: 1,003

COMPANY OPERATING UNITS: 40

CAPITAL INVESTMENT: \$223,535 - \$586,410

FRANCHISE FEE: \$25,000

ROYALTY FEE: 5.5%

ADVERTISING FEE: 7%

EARNINGS CLAIMS: Yes - see Item 19

BUILD-OUT OPTIONS: Free standing with drive-thru, inline, endcaps with or without drive-thru, non-traditional locations

AVAILABLE TERRITORIES: US and International

RANKINGS & AWARDS

Most recently, Marco's Pizza was ranked No. 2 in the Pizza category on Entrepreneur Magazine's 2020 "Franchise 500" ranking, and No. 6 in the Largest Pizza Chain category on Restaurant Business' 2020 "Top 500 Chains" ranking. Other recent accolades include ranking No. 4 in Forbes 2019 "Best Franchises to Buy" Small/Medium Investment and ranking five consecutive years on Nation's Restaurant News' prestigious "Top 200" ranking.



CONTACT

Western US
MATT VILLOBOS
Franchise Sales Manager
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mvillalobos@marcos.com

Eastern US
SHANNON IVERSON, CFE
Franchise Sales Manager
419.279.2283
Siverson@marcos.com
Marcosfranchising.com

MODERN —market— EATERY



QUALIFICATIONS

Proven operator with partnership mentality, well capitalized with infrastructure to support multi-unit development, committed to our scratch-made approaches and future innovations.

CONTACT

RENEE ISRAEL, CFE

Chief Franchise Officer

855.470.0098

renee@modernmarket.com

<http://www.modernmarket.com>

FAST FACTS:

FRANCHISING SINCE: *Franchising since 2020; Founded 2009*

MULTI-UNIT FRANCHISEE OPERATING UNITS: *0 units*

TOTAL OPERATING UNITS: *28*

COMPANY OPERATING UNITS: *25*

CAPITAL INVESTMENT: *\$755,000-\$1,445,000*

FRANCHISE FEE: *\$40,000*

ROYALTY FEE: *5%*

ADVERTISING FEE: *1%*

EARNINGS CLAIMS: *Yes*

BUILD-OUT OPTIONS: *End-cap, inline, shopping centers, non-trad (e.g., airports, universities)*

AVAILABLE TERRITORIES: *Opportunities available across the country*

SITE ASSISTANCE

Our internal support team will guide you with our well-defined site criteria and process used to build out our own restaurants.

OPPORTUNITY DESCRIPTION

Modern Market is a better-for-you, "fast-fine" casual concept that makes it easy to enrich lives with clean, nourishing and delicious food for breakfast, lunch and dinner. Our "better food everywhere" vision has been a dozen-year journey of innovation and reinvention of kitchen processes to make scratch cooking fast, repeatable and profitable. An evolution of the cafe bakery concept, our health-minded menu items include grain bowls, salads, soups, sandwiches and wood-fired pizza.

DEMOGRAPHICS

We cater to the modern, on-the-go diner with an unrivaled omnichannel experience. Age 18-55, college educated, affluent, health conscious; mix of residential and daytime.

RANKINGS & AWARDS

Recipient of NRN's Hot Concepts award; Ranked #2 on Foodable Labs Top 100 Fast Casual Innovators List; Selected for QSR's inaugural 40/40 List.

MODERN
—market—
EATERY

Nourish Your Portfolio

Invest in Healthy





OPPORTUNITY DESCRIPTION

We've got a winning recipe for success when it comes to business ownership. From our iconic branding to our tried and true recipes, our Franchisees trust in us to deliver an exceptional solution as they add Nestlé Toll House Café by Chip to their line-up. Pair this with the training and tools delivered by our dedicated support team and you can't beat what we have to offer.

QUALIFICATIONS

We hope this is not your first rodeo! We are looking to grow our system with experienced operators. We also offer incentives, such as zero Franchise Fees for multi store commitments. Financial requirements per location include a \$300,000 net worth and liquid assets of \$100,000.



DEMOGRAPHICS

From 2 to 102, we've got something for everyone. Our menu positioning provides Franchisees with the most flexibility in their pricing so that they can be competitive in any market. Similarly, the familiarity of the branding has a broad, global reach. Operating a business that attracts customers of different demographic profiles elevates our position in the market.

SITE ASSISTANCE

The current climate for real estate is like none we have ever seen before. With the many restaurant spaces coming available, we are working daily with local brokers to grab the chance to secure second generation, standalone drive through and end cap restaurant locations.

FAST FACTS:

FRANCHISING SINCE: 2000

MULTI-UNIT FRANCHISEE OPERATING UNITS: 16

TOTAL OPERATING UNITS: 94

COMPANY OPERATING UNITS: 2

CAPITAL INVESTMENT: \$145,500 - \$492,200

FRANCHISE FEE: \$37,500

ROYALTY FEE: 6%

ADVERTISING FEE: 1.5%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *Multiple build out options including Satellite Carts, Kiosks, In-Line, Drive-Through and Traditional Dine-In Café*

AVAILABLE TERRITORIES: *Many territories available for area development and local, multi-store commitments*

CONTACT

KIMBERLY TAUCH

Director of Business Development
214.641.1804
ktauch@nestlecafe.com
nestlecafe.franchise.com

officeevolution®

OPPORTUNITY DESCRIPTION

Voted Entrepreneur Best of the Best 2017, 2018, 2019, 2020, and 2021. Office Evolution is the best opportunity to seize the benefits of the growing flexible workspace category. **KEEP YOUR JOB & BUILD WEALTH!** An OE franchise is between 8,000-12,000 sq ft, easy to access, and located in the suburbs where members live and work. Products include private offices, meeting rooms, and business support services. The model yields 93% recurring revenue with a single, salaried employee. Join our Ohana (Hawaiian for family).



FAST FACTS:

FRANCHISING SINCE: 2013

MULTI-UNIT FRANCHISEE OPERATING UNITS: 75% of all franchisees have committed to multi-unit developments

TOTAL OPERATING UNITS: 73

COMPANY OPERATING UNITS: 10

CAPITAL INVESTMENT: \$374K - \$1.6M

FRANCHISE FEE: \$45,000 1st unit, \$35,000 2nd unit, \$25,000 each additional unit

ROYALTY FEE: 7.5%

ADVERTISING FEE: 3%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Yes. Work directly with our in-house real estate & construction team to build-out your space.

AVAILABLE TERRITORIES: Territories are available throughout the U.S.

CONTACT

FRANCHISE DEVELOPMENT TEAM

franchise@officeevolution.com
officeevolution.com/development
877.475.6300

QUALIFICATIONS

Net Worth: \$1.00M, Liquid Capital: \$500K

Desired Background of Prospects:

- Serial entrepreneur looking to add to their portfolio or replace their current business.
- Executives who are leaving the corporate world and seeking income replacement.
- Individuals who are looking to diversify retirement investments.



DEMOGRAPHICS

Our members are prominent, educated local business owners (attorneys, accountants, consultants, fractional C-level executives, agency owners, etc.) and remote workers from large corporations. Typically married with children, they have been known to leave the office midday to pick up a child from school or to watch a game only to return hours later to complete their work. They typically live within a 5-7 mile radius or up to a 15-minute commute from our location.

SITE ASSISTANCE

Our seasoned real estate and construction team will provide franchisees with holistic support from site selection, design, and construction to ensure our franchisees provide members with a place they need to be, can afford, and feel safe. And, of course, a site that makes business sense for the franchisee.

RANKINGS & AWARDS

Recently, Office Evolution has jumped 141 spots in Entrepreneur's Franchise 500 ranking from #267 to #126 for 2021. We were also named #1 in the Coworking category for the 5th year in a row. We have also been listed in Inc. 5000 for the last two years.



PET SUPPLIES PLUS

OPPORTUNITY DESCRIPTION

Our stores offer a wide assortment of natural foods, hard goods and pet services. We have 30+ years of leadership experience in the pet supply industry. Our neighbors love us because we love their pets just as much as they do, and Franchise Owners love us because we offer low fees and world-class support.

DEMOGRAPHICS

- Pet Supplies Plus Franchise Owners are dedicated, smart, fun, involved—and they come from all walks of life. But one thing they all share is a genuine love for pets. If you love pets and have the motivation to do well and make the most of your investment, you are just the kind of person we are looking for.
- Men and women aged 35-55, married, couples



QUALIFICATIONS

- \$1 million+ net worth
- \$250K+ liquid capital

RANKINGS & AWARDS

- Entrepreneur Franchise 500 #1 Pet Franchise 7 years in a row
- Entrepreneur Franchise 500 Top Growth 2020
- Entrepreneur Franchise 500 Best of the Best 2020
- Entrepreneur Fastest Growing Franchise 2021



FAST FACTS:

FRANCHISING SINCE: 1989

MULTI-UNIT FRANCHISEE OPERATING UNITS: 65

TOTAL OPERATING UNITS: 500+

CAPITAL INVESTMENT: \$436,600 - \$1,312,700

FRANCHISE FEE: \$49,900

ROYALTY FEE: 2-3%

ADVERTISING FEE: \$3K/mo

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: We proudly offer flexible options and make different "boxes" work, from 4,500 to 10,000 sq. ft.

AVAILABLE TERRITORIES: Pet Supplies Plus is looking for Franchise Owners across the U.S.

CONTACT

CHRIS SCHULTZ

Marketing and Franchise Development Support Specialist
734.793.6656

cschultz@petsuppliesplus.com

www.petsuppliesplusfranchising.com



RANKINGS & AWARDS

- Phenix Salon Suites in the past has been ranked in the top 100 on Entrepreneur magazine's first Top Growth Franchises list.
- Phenix Salon Suites has also been recognized for the past 8 years on the Entrepreneur Franchisee 500 list.
- This past year the brand rose 72 spots on the list and was placed in the top 15% percent of franchisees.



FAST FACTS:

FRANCHISING SINCE: 2012

MULTI-UNIT FRANCHISEE OPERATING UNITS: 67%

TOTAL OPERATING UNITS: 297

COMPANY OPERATING UNITS: 6

CAPITAL INVESTMENT: \$299,425-\$1,394,550

FRANCHISE FEE: \$49,500

ROYALTY FEE: \$0.06 per square feet

ADVERTISING FEE: \$0.30 per square feet

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: *Buildout options for the salon suite complex can range in size averaging between 4,500-6,000 sq. ft. Plans are available thought for a build out options of less than 4,500 sq. ft. or larger than 6,000+ sq. ft. of desired.*

AVAILABLE TERRITORIES:

Washington, Oregon, Louisiana, Mississippi, Alabama, and Northern California.

CONTACT

PHILIP WATSON

Vice President of New Business Development
770.670.1223

pwatson@phenixsalonsuites.com

www.phenixsalonsuitesfranchising.com

OPPORTUNITY DESCRIPTION

Phenix Salon Suites offers the chance to directly engage with the future of the salon industry. Currently the health, wellness and beauty industry have consistently grown 15-20% annually. The company provides salon and lifestyle professionals with their own safe, socially distant and customizable suite. Currently, there are 297 Phenix Salon Suites serving communities in 33 states. With a business model that offers a flexible time commitment, Phenix gives franchisees the chance to join the salon revolution, while diversifying their portfolio.

DEMOGRAPHICS

Phenix Salon Suite franchisees come from all walks of life. From C-suite professionals, multi-unit restaurant operators, CPAs, to those in hi-tech, real estate and finance, the business model has appealed to a variety of partners with diverse experience. Salon experience isn't necessary to be successful within the concept.

SITE ASSISTANCE

Phenix Salon Suites' real-estate team works hand-in-hand with franchisees to help them successfully locate and identify a site to build their salon suite. Locations are chosen and selected after the completion of thorough market research, verifying their potential for success.

QUALIFICATIONS

Phenix Salon Suites is seeking driven franchisees who have a strong working knowledge of commercial real-estate, interested in developing multiple salon suite concepts within a targeted territory and making a positive impact. These partners must be well capitalized with access to at least \$300,000 in liquid capital and hold a combined minimum net worth of \$1 million. Prospective franchisees have an opportunity to join a thriving salon suite concept and a friendly community that will support them from day one.





Flavorful **CHICKEN** Meals

OPPORTUNITY DESCRIPTION

Pollo Campero is a quick service Guatemala-born restaurant concept that specializes in differentiated and flavorful chicken meals for individual and family occasions. With recipes for traditional Fried Chicken, Citrus Grilled Chicken, and Boneless Extra Crunchy Chicken that offer a combination of recognizable and unique flavors, Pollo Campero has grown into a worldwide favorite for all generations. Today, Pollo Campero operates more than 350 restaurant locations around the globe.

DEMOGRAPHICS

Ideal franchise candidates have multi-unit operational restaurant experience, as well as the capital to invest in area development agreements for at least three to five Pollo Campero locations.

SITE ASSISTANCE

Our teams will support you from marketing planning, site selection to design, construction and ultimately your restaurant grand opening.

RANKINGS & AWARDS

Named #6 in Business Insider's "25 best fast-food chains in America"



QUALIFICATIONS

Prospective owners must have a minimum net worth of \$1,500,000 and a liquid cash requirement of \$500,000 and should possess financial, operational and development capabilities, as well as leadership skills and a passion and commitment to the business.

FAST FACTS:

FRANCHISING SINCE: *International franchise expansion began in early 1990's, U.S. franchising began in 2002.*

MULTI-UNIT FRANCHISEE OPERATING UNITS: *20% of U.S. stores*

TOTAL OPERATING UNITS: *350 global locations, 77 locations in the U.S.*

COMPANY OPERATING UNITS: *59 in U.S.*

CAPITAL INVESTMENT: *\$788,500 - \$1,898,000*

FRANCHISE FEE: *\$40,000*

ROYALTY FEE: *5%*

ADVERTISING FEE: *5%*

EARNINGS CLAIMS: *No*

BUILD-OUT OPTIONS: *Traditional freestanding drive-thru and end-cap drive-thru are the preferred new store formats. We will consider non-traditional venues in appropriate trade areas and markets.*

AVAILABLE TERRITORIES: *Our growth markets are Florida, Georgia, Tennessee, North Carolina and South Carolina.*



CONTACT

SAM WONG

director of franchising

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www.us.campero.com/franchising



OPPORTUNITY DESCRIPTION

Property damage is never expected, but it's a constant reality in today's world. Every day, there are more than 50,000 water damage property losses in the United States. We're in search of business professionals who want to become a superhero in their local community and help make a difference in people's lives. Build an asset in a recession-proof industry or add diversity to your exciting business portfolio.

FAST FACTS:

FRANCHISING SINCE: 2001

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 10.2%

TOTAL OPERATING UNITS: 315

COMPANY OPERATING UNITS: 0

CAPITAL INVESTMENT: \$83,505 -
\$210,955

FRANCHISE FEE: \$55,000

ROYALTY FEE: 10% down to 3% on
mitigation; Only 3% on reconstruction;
All royalties based on gross

ADVERTISING FEE: 2%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Home-based
to warehouse facility

AVAILABLE TERRITORIES: Territories
available throughout the entire
United States with a focus in: Gulf
Coast Region along the coasts of
FL, AL, MS, LA, TX; Minneapolis,
MN; San Francisco and San Jose,
CA; Indianapolis, IN; Cincinnati, OH;
Norfolk, VA

CONTACT

TIMOTHY COURTNEY, CFE

Vice President,
Franchise Development
800.351.2282
Sales@PuroClean.com
www.DiscoverPuroClean.com



QUALIFICATIONS

Franchise owners possess an array of experience, but the ideal PuroClean franchise owner candidates tend to have similar traits and characteristics, including:

- People from different backgrounds that possess varying degrees of experience and desire to give back to the community with compassion and empathy
- Entrepreneur minded people who are ready to follow our proven system to find success
- Current owners of restoration and remediation companies looking for a profitable business model to follow
- Military veterans beginning their second career with a desire to serve their local community and benefit from a 25 percent discount off initial franchise fee

DEMOGRAPHICS

The majority of our network is composed of business savvy leaders who held backgrounds and skills in management, operations, sales, marketing, or manufacturing or worked in insurance, technology, or engineering related fields. PuroClean seeks aware and involved franchise owners who strive to operate a fully managed business by following our levels of training to grow their business.

TRAINING

PuroClean franchise owners receive an intensive 14-day training program at our \$1.5 million state-of-the-art, IICRC-approved Applied Structural Drying training facility at our corporate headquarters in Tamarac, Florida. The programs include technical training on remediation techniques as well as sales, marketing, accounting, business development, and operations training. More than 1,200 PuroClean associates and insurance professionals have trained at the PuroClean Academy since its introduction in 2011.

RANKINGS & AWARDS

- #7 in *Entrepreneur Magazine's* Top-Low Cost Franchises (March 2021)
- #102 in *Entrepreneur Magazine's* Top 500 Franchises (January 2021)
- Top Franchise for Franchise Owner Satisfaction by Franchise Business Review (January 2021)
- Top 100 Game Changer by *Franchise Dictionary Magazine* (December 2020)
- #246 in *Franchise Times* Top 200 (October 2020)
- #62 in Top 100 Global Franchises from Franchise Direct (March 2020)
- Top Brand Culture Franchises by Franchise Business Review (2020)



Header Image: Katie O'Brien Photography



OPPORTUNITY DESCRIPTION

Amazing People, Amazing Drinks... Amazingly Fast. Our business model is built around speed and service. Thanks to our focus on fast and friendly coffee, our drive-thru coffee kiosks are built to serve as many customers as possible, as quickly as possible. That means more money for franchisees. We are actively seeking multi-unit owners to develop our presence in available territories.

SITE ASSISTANCE

With the importance of site selection, we don't leave anything to chance. The Scooter's Coffee real estate team will analyze years of sales data to ensure optimal site selection in your market and work hand in hand with you throughout the entire process.

RANKINGS & AWARDS

Scooter's Coffee is ranked #103 – up from #225 – on Entrepreneur magazine's Franchise 500® and is #49 on Franchise Gator's Top 100. Scooter's was also the winner of the Franchise Times Zor Award in the Get Caffeinated category.



QUALIFICATIONS

We're looking for people with an interest in owning multiple franchises. Do you share our values of integrity, love, humility, and courage? Then we want to talk to you! Candidates are required to have a minimum net worth of \$500K, with liquid assets of \$100K. No previous business ownership required.

PROJECTED GROWTH

Scooter's Coffee has over 300 locations with another 140 slated to open this year. Scooter's is projecting 1,000 locations by 2024.



FAST FACTS:

FRANCHISING SINCE: 2001

MULTI-UNIT FRANCHISEE OPERATING UNITS: 275

TOTAL OPERATING UNITS: 311

COMPANY OPERATING UNITS: 21

CAPITAL INVESTMENT: \$351,000 - \$638,000+

FRANCHISE FEE: \$40,000

ROYALTY FEE: 6%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Drive-Thru Coffee Kiosk and Drive-Thru Coffeeshouse

AVAILABLE TERRITORIES: Territories available across the U.S. including (but not limited to) Florida, Georgia, Texas, Alabama, Minnesota, Wisconsin, New Mexico, and Arizona.

CONTACT

TIM ARPIN

Vice President of
Franchise Recruitment
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Entrepreneur
FRANCHISE
500
RANKED
— 2021 —

OPPORTUNITY DESCRIPTION

Smoothie King Franchises, Inc., is a privately held, Dallas-based franchise company with over 1,300 units worldwide and same store sales growth for over five years. By creating each Smoothie with a “purpose”, Smoothie King makes it simple and pleasurable for guests to achieve their individual health goals. Only Smoothie King creates Smoothies that are expertly blended for specific needs, goals, and ambitions to inspire our guests to live a healthy and active lifestyle every day.

FAST FACTS:

FRANCHISING SINCE: 1989

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 66%

TOTAL OPERATING UNITS: 1307

COMPANY OPERATING UNITS: 40

CAPITAL INVESTMENT: \$265,550+

FRANCHISE FEE: \$30,000

ROYALTY FEE: 6%

ADVERTISING FEE: 3%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: *Drive-Thru sites on End Caps or Freestanding buildings, high-traffic In-Line sites, or non-traditional venues such as Hospitals, Gyms and Airports.*

AVAILABLE TERRITORIES: All US

DEMOGRAPHICS

800-1600 square feet, population: 30k in a 7-minute drive time or accessible trade area, median household income at or above median for DMA, co-tenancy: grocery stores, fitness, national QSRs and service-oriented retailers

SITE ASSISTANCE

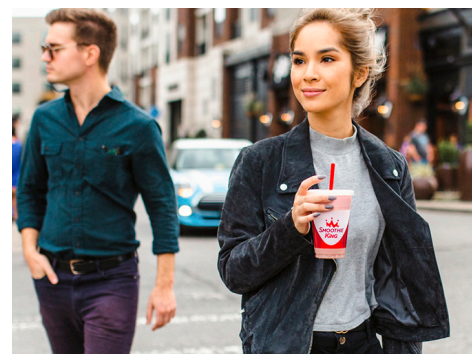
Smoothie King's real estate professionals work closely with franchisees and a preferred real estate brokers to assist them in finding and securing the most suitable location for each market. Once they find a location, they must submit a Site Request form. A member of our Real Estate Team will analyze their site and even travel to the site to complete the review. If the site is accepted, the team will help with lease negotiation, design, construction and opening day.

QUALIFICATIONS

We require that you have a credit score of 700+, liquid assets of \$100,000+, a minimum net worth of \$300,000, that you have strong business acumen, and a track record of success. The ideal candidate should also possess a passion for the brand and desire to help more guests live a healthier lifestyle as well as have entrepreneurial spirit, as well as sales, marketing, restaurant, and/or retail experience.

RANKINGS & AWARDS

In 2021, Smoothie King ranked in the top 20 on the Entrepreneur Franchise 500 List, coming in at No. 19 and was ranked as one of the fastest growing franchises. This is the 28th year in-a-row the brand has been listed in the Franchise 500 list. In 2018, Smoothie King ranked in the Inc 5000, a list of the fastest growing private companies in America.



CONTACT

ELISE GANUCHEAU

Franchise Marketing Manager

844.387.4960

elise.ganuchau@smoothieking.com

smoothiekingfranchise.com/update



SUBWAY

OPPORTUNITY DESCRIPTION

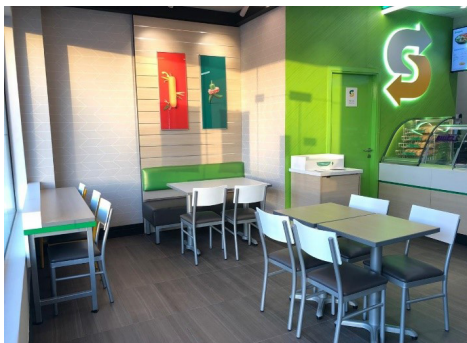
Subway is making bold changes as we set our sights on a new era marked by incredible transformation. As we evolve, we're looking to welcome new multi-unit investors and operators into our family to help us grow the brand. When you join Subway with a multi-franchise investment, you invest in a brighter future for yourself with an iconic global brand.

QUALIFICATIONS

Do you possess an entrepreneurial spirit and a commitment to building a successful business? We provide an outstanding support structure and the training and ongoing education necessary to help build a smart, efficient, well-supported business. If you're a hard worker, are disciplined, and understand the art and science of being a confident leader, let us help make your dream of business ownership a reality.

SITE ASSISTANCE

With simple operations, portable products, flexible space requirements, custom-designed floor plans, and a relatively low cost of entry, Subway locations can exist in almost any location. Our team at Franchise World Headquarters evaluates site information and works in tandem with the knowledge from our offices in your local area of interest to help ensure traffic and surrounding population support the site's development.



DEMOGRAPHICS

Locations range from 500 to 1,800 square feet, with the average site being 1,200 to 1,400 square feet. A location should have a nearby business and residential community. The factors we consider in evaluating sites include the potential customer base (day time and night time), traffic patterns, proximity to strong population back-ups, visibility, parking availability, and proximity to existing locations. Every location is evaluated individually within each market before a final decision is made.

RANKINGS & AWARDS

SUBWAY is the #1 restaurant chain in total restaurant count with more locations than any other chain in the Quick Service Restaurant (QSR) industry. We have a passionate set of loyal consumers with over 2 billion visitors annually. Our marketing spend is among the top spenders in the QSR category, garnering over 1 billion media impressions from our most recent advertising campaign. Additionally, our Learning & Development Team was recognized as a 2020 Gold Organization by Chief Learning Officer Magazine.

FAST FACTS:

FRANCHISING SINCE: 1974

MULTI-UNIT FRANCHISEE OPERATING UNITS: 5000+ in North America

TOTAL OPERATING UNITS: 24000+ in North America

COMPANY OPERATING UNITS: 0

CAPITAL INVESTMENT: \$139,550 - \$342,400

FRANCHISE FEE: \$15,000

ROYALTY FEE: 8%

ADVERTISING FEE: 4.5%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: Free standing, in-line strip, drive-thru, airports, colleges/universities, healthcare facilities, C-stores, bus/rail terminals

AVAILABLE TERRITORIES: New and existing opportunities available across the United States and Canada

CONTACT

FRANCHISE SALES TEAM

203.877.4281

franchise@subway.com

www.subway.com/franchise

the bar method.

OPPORTUNITY DESCRIPTION

Experience the best in barre

- The barre-based program focuses on body sculpting through isometrics, dance conditioning, physical therapy, and interval training
- We empower women through workouts that build inner and outer strength, grace and poise
- The Bar Method's proven success model and luxurious studio space provides a unique experience



FAST FACTS:

FRANCHISING SINCE: 2008

TOTAL OPERATING UNITS: 103

CAPITAL INVESTMENT: \$218,964 - \$427,405

FRANCHISE FEE: \$40,000 - \$52,000

ROYALTY FEE: 8% of gross revenue

ADVERTISING FEE: 2% of gross revenue

AVAILABLE TERRITORIES: Franchising throughout the United States and seeking Master Franchisees in international markets

RANKINGS & AWARDS

Co-Founders Chuck Runyon & Dave Mortensen 2020 IFA Entrepreneurs of the Year

SITE ASSISTANCE

Our Real Estate team has done extensive market analysis using best-in-class tools and practices to assist franchisees, also partnering with local brokers to help find the right site.



QUALIFICATIONS

Seeking single location and multi-unit franchisees with over \$125,000 in liquid capital.



CONTACT

TONY NICHOLSON

VP of Franchise Sales

651.428.5116

Tony.Nicholson@SEBrands.com

thebarmethod.com/franchising



OPPORTUNITY DESCRIPTION

From our humble Santa Barbara beginnings in 1969 to now being owned by the largest restaurant company in the world, Yum! Brands, Inc, The Habit Burger Grill has remained a burger-centric, fast-casual restaurant concept that operates under the simple philosophy: Always deliver high-quality hand-crafted chargrilled food and great service at reasonable prices.

RANKINGS & AWARDS

- Consumer Reports: Best Burger 2014
- USA Today 10 Best Readers' Choice: Best Regional Fast Food 2019
- Restaurant Business: Pacesetter Award 2018
- Nation's Restaurant News: Top Fastest Growing Chain - Ranked #1, 2015
- Thrillist: Best Fast Food Chain 2019

SITE ASSISTANCE

Site selection assistance is led by our Real Estate Team who will work to help identify trade areas and real estate sites. A member of our Construction Team will make up to two site visits during the design and construction process and will assist with consultations throughout the build out process.

DEMOGRAPHICS

- Mix of females (51%) and males (47%)
- Mean age 46 (37% under 40, 63% 40+)
- Married (64%), no young kids (59% don't have kids 21 and under)
- Mean income \$94k (40% \$100k+)
- Ethnically diverse



QUALIFICATIONS

The Habit Burger Grill is looking for seasoned restaurant owners/operators who share our passion and commitment to our 'quality-first' culture. Live and work in the market they desire to develop. Have significant business experience and/or proven success in running restaurant operations. Have access to liquid capital for development of multiple restaurants within a large territory. Have the dedicated resources and infrastructure to operate the restaurants, source real estate, and construct the restaurants. Experience in construction oversight and developing real estate is preferred. Devote their full-time to operational oversight.



FAST FACTS:

FRANCHISING SINCE: 2013

MULTI-UNIT FRANCHISEE OPERATING UNITS: 34

TOTAL OPERATING UNITS: 289

COMPANY OPERATING UNITS: 255

CAPITAL INVESTMENT: \$1,231,000 - \$1,654,000 per restaurant

FRANCHISE FEE: \$35,000

ROYALTY FEE: 5.5% gross sales

ADVERTISING FEE: 0.9-4.5%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Drive-Thru, End-Cap, End-Cap Drive-Thru, Non-Traditional, Free-Standing

AVAILABLE TERRITORIES: International and Domestic

CONTACT

JOHN PHILLIPS
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CRYSTAL WELLS
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www.habitburger.com/franchise



QUALIFICATIONS

Single Store and Area Development Agreements are available in prime markets throughout the U.S. for qualified entrepreneurs. Single-store applicants should have an excess of \$500,000 net worth. Multi-unit operators should have \$1 million



FAST FACTS:

FRANCHISING SINCE: 2002

MULTI-UNIT FRANCHISEE OPERATING UNITS: 101

TOTAL OPERATING UNITS: 114

COMPANY OPERATING UNITS: 13

CAPITAL INVESTMENT: \$340,000 - \$830,000

FRANCHISE FEE: \$30,000

ROYALTY FEE: 0%

ADVERTISING FEE: 1%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *Modular or site-built, double- or single- sided drive-thru. Seating optional*

AVAILABLE TERRITORIES: *Multiple US territories*

OPPORTUNITY DESCRIPTION

The Human Bean was founded in 1998 by owners who are passionate about specialty coffee and creating unmatched customer experiences. Now with an amazing team, The Human Bean enjoys helping like-minded entrepreneurs develop their markets. Through superior training, extensive marketing assets and expertise, equipment and vendor support, and all with no royalty, The Human Bean is the premier drive-thru coffee franchise.



SITE ASSISTANCE

The Human Bean helps identify target areas in a franchisee's market. They analyze each presented location to assure facility potential. Upon location approval, The Human Bean builds preliminary site plans and provides base modular and site built building plans.

RANKINGS & AWARDS

The Franchise 500® ranks The Human Bean as number 97 out of the top 500 franchises for its outstanding performance in areas including unit growth, financial strength and stability, and brand power. The Human Bean continues to increase store visits, while serving their communities, including donating over \$2,230,000 for local breast cancer screening and education.

DEMOGRAPHICS

The specialty coffee industry is exploding and customers are choosing drive-thru due to speed and convenience. The Human Bean is focused on the middle to higher end demographic with ADT's of over 15,000. The menu has something for everyone, including espresso, real fruit smoothies, whole-leaf teas, pastry items and breakfast sandwiches.

CONTACT

DAN HAWKINS

CEO

541.608.0564

info@thehumanbean.com

www.thehumanbean.com

OPPORTUNITY DESCRIPTION

We believe everyone is deserving of good health—and you can help make a difference. With 40+ years of experience, we've got a proven operating model and are ready to share it with you. We're uniquely positioned with the nation's largest assortment of vitamins, minerals, supplements, and sports nutrition, all anchored by our well-recognized proprietary brands. In a \$50+ billion industry that's risen steadily for decades (including this past year with global health concerns driving increased commitment to wellness), The Vitamin Shoppe is poised for growth.

QUALIFICATIONS

Franchise candidates should have \$200,000 minimum liquid assets, \$750,000 net worth, and a passion for lifelong wellness.

RANKINGS & AWARDS

- #5 Retailer in the 2020 Top 100 Omnichannel Retailers Rankings
- Loyalty 360 Awards: 2020 Gold Winner for Incentive and Reward Design
- Retail TouchPoints: 2020 Brand Experience Award Winner for Store Design and Experiential Retail

FAST FACTS:

FRANCHISING SINCE: 2021

TOTAL OPERATING UNITS: 688

COMPANY OPERATING UNITS: 688

CAPITAL INVESTMENT: \$354,000 - \$955,000

FRANCHISE FEE: \$40,000 for first location, \$25,000 for each additional location

ROYALTY FEE: 5%

ADVERTISING FEE: 2% or \$1,000/month

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Inline, Endcap, Free Standing

AVAILABLE TERRITORIES: All States and Territories, except Oregon and Washington

SITE ASSISTANCE

The Vitamin Shoppe is your hands-on partner for site selection and construction, providing in-person tours and site analysis driven by analytics. Our in-house team fully designs the store and closely monitors the construction process.



THE VITAMIN SHOPPE®

DEMOGRAPHICS

The Vitamin Shoppe serves a broad demographic, from those looking to support overall wellness to athletes at all levels looking for premium sports nutrition solutions. With stores in urban, suburban, and rural locations, population density, size of store, co-tenancy, visibility, parking, traffic, and overall execution are important success factors.

CONTACT

TVSFranchising@vitaminshoppe.com
201.552.6400
OwnAVitaminShoppe.com



NOW FRANCHISING



A FRANCHISE OPPORTUNITY TO MAKE *Healthy Gains*

Partner with The Vitamin Shoppe, a global wellness brand with over 40 years of demonstrated success.

AVERAGE REVENUE PER STORE FOR TOP 25% OF STORES*

\$1,710,624

AVERAGE CONTRIBUTION PER STORE FOR TOP 25% OF STORES*

\$300,717

This information reflects the Average Revenue and Average Contribution for the Top 25% of the Vitamin Shoppe company-owned stores which were open for at least one full year as of fiscal year end 2020. Of these 171 stores, 65 attained or surpassed the Average Revenue and 82 attained or surpassed the Average Contribution described above. We refer you to Item 19 of our 2021 Franchise Disclosure Document for additional information. A NEW FRANCHISEE'S RESULTS MAY DIFFER FROM THE REPRESENTED PERFORMANCE. This is not intended as an offer to sell, or the solicitation of an offer to buy, a franchise. Offerings made by prospectus only and in compliance with the applicable pre-sale registration and disclosure requirements in your state. ©2021 The Vitamin Shoppe®. All rights reserved.

ubreakifix[®]

BY asurion

OPPORTUNITY DESCRIPTION

We are operators looking to expand with the right franchisees in the right markets. Our stores open and ramp up quickly, and the cash-on-cash returns in our company is unparalleled. We provide maximum support for every franchisee, from site selection to accounting, marketing, training, customer service support, business to business development and more! Our partnerships with Samsung and Asurion make us one of the strongest and most profitable franchise options on the market.



FAST FACTS:

FRANCHISING SINCE: 2013, 2009

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 427

TOTAL OPERATING UNITS: 627

COMPANY OPERATING UNITS: 145

CAPITAL INVESTMENT: \$150,000

FRANCHISE FEE: \$40,000

ROYALTY FEE: 8%

ADVERTISING FEE: \$0

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: *In-line retail shopping centers*

AVAILABLE TERRITORIES: *North America, Caribbean, Limited International Opportunities*

CONTACT

BRYN SON SMITH

Director of Franchise Sales
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franchising.ubreakifix.com

QUALIFICATIONS

Typical franchisees will have some prior business experience. Retail experience or an interest in technology is helpful but not necessarily required. A net worth of \$200,000 or more is ideal, and we look for each franchisee to have approximately \$130,000 - \$150,000 liquid capital available for investment in one location. Multi-store development of 1-3 stores is most common.

SITE ASSISTANCE

We provide full assistance in site selection and development. It's your lease and build-out, but we will identify markets, negotiate leases and guide you through every step of the construction for every location you open.

RANKINGS & AWARDS

- #1 in Electronics Repair Category on 2021 Entrepreneur's Franchise 500
- #18 on 2021 Top Franchises from Entrepreneur's Franchise 500
- #17 on 2021 Top Fastest Growing Franchises from Entrepreneur's Franchise 500

DEMOGRAPHICS

In-line shopping center near busy intersection with strong anchor tenants. Clear visibility from intersection if possible. Ideally 100,000 people within 3 or 5 mile radius. 15,000 to 40,000 cars per day. Average household income of \$55,000 or greater. This criteria is not absolute as each site is different.





WAXING THE CITY®

OPPORTUNITY DESCRIPTION

The best waxing experience requires two things: the best service providers and the best wax. Luckily, we have both.

- Waxing The City is based on the belief that waxing is a lifestyle, not an occasional treat
- Waxing is a recession-resilient business with few national competitors
- Proprietary wax and exclusive products

RANKINGS & AWARDS

Co-Founders Chuck Runyon & Dave Mortensen 2020 IFA Entrepreneurs of the Year; Entrepreneur Franchise 500 7 straight years

SITE ASSISTANCE

Our Real Estate team has done extensive market analysis using best-in-class tools and practices to assist franchisees, also partnering with local brokers to help find the right site.



QUALIFICATIONS

Seeking single location and multi-unit franchisees with over \$125,000 in liquid capital.



FAST FACTS:

FRANCHISING SINCE: 2010

TOTAL OPERATING UNITS: 119

CAPITAL INVESTMENT: \$213,501 - \$423,567

FRANCHISE FEE: \$30,000 - \$42,500

ROYALTY FEE: 6% of gross revenue

ADVERTISING FEE: 2% of gross revenue

AVAILABLE TERRITORIES: Franchising throughout the United States

CONTACT

TONY NICHOLSON

VP of Franchise Sales

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waxingthecity.com/franchise



RANKINGS & AWARDS

World Gym has continued to grow through the pandemic while competitive gym brands are filing bankruptcy and permanently closing locations. The resiliency of our business model and the strength of our brand is why 81% of World Gym owners have been a franchisee for more than 10 years.



FAST FACTS:

FRANCHISING SINCE: 1985, founded 1976

MULTI-UNIT FRANCHISEE OPERATING UNITS: 65

TOTAL OPERATING UNITS: 220+

COMPANY OPERATING UNITS: 2

CAPITAL INVESTMENT: \$800,000 - \$1.8m+

FRANCHISE FEE: \$35,000

ROYALTY FEE: 5%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: Conversions, inline and freestanding, 10,000-30,000+ sf footprints

AVAILABLE TERRITORIES: All US & Canadian markets except Ottawa and the province of Quebec; exclusive territories available

OPPORTUNITY DESCRIPTION

Now is the time to invest in the resurging fitness and wellness industry and make money doing what you love. Founded in 1976 by fitness legend Joe Gold, World Gym has re-invented the model of the full-service gym and represents the best way to capitalize on this timely investment opportunity. With best-in-class franchisee support — including business KPIs to increase profitability across multiple revenue streams, marketing, sales, advanced frontend and backend technologies, fitness programming and innovative wellness amenities.

SITE ASSISTANCE

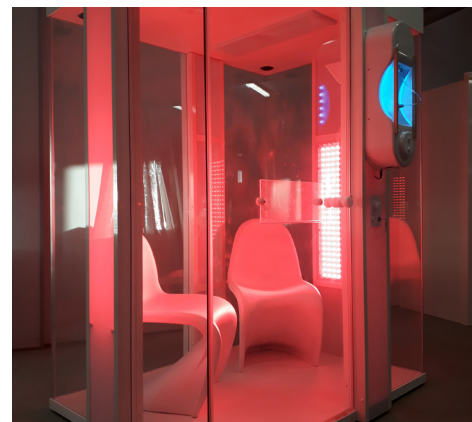
Our partner, the largest tenant representation firm in North America, will assist you through an extensive real estate vetting process that's tracked, time-efficient and fully transparent. Once site selection is complete, our industry-leading Design and Operations Team collaborates with local construction teams. World Gym leads all phases of the design, pre-construction, build-out and pre-sale from start to finish to ensure grand openings are on-time and on-budget.

DEMOGRAPHICS

Territory analysis is powered by an industry-leading consumer data analytics firm to identify most profitable zip codes to open your business.

QUALIFICATIONS

World Gym is seeking multi-unit operators with a passion for building fit, healthy communities. Applicants must have \$450,000 liquidity.



CONTACT

JACKIE MENDES

Director of Franchise Development
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www.WorldGymFranchising.com

New! Zaxby's® SIGNATURE SANDWICH

CHOOSE:

Zax
Sauce

OR

SPICY
Zax
Sauce



"Zaxby's. An indescribably good franchise opportunity."

ZAXBY'S



OPPORTUNITY DESCRIPTION

As a Zaxby's Franchisee you will be operating an independent franchise business, but you will benefit from being a part of a Brand that has exhibited steady growth and success in a wide range of markets across the Southeast. You will be provided with a detailed set of operating manuals as well as extensive marketing materials. ZFL currently holds an annual conference and assigns to each franchisee an operations consultant.

DEMOGRAPHICS

- Median Age: 22 - 45
- Min. Avg. Household
- Income: \$45,000
- Min. Traffic Counts: 20,000+
- ADT on primary artery
- Seating Inside: 50 - 90
- Site Size: .80 to 1.25 acres
- Trade Area: 30,000 +

QUALIFICATIONS

Collective net worth of at least 1 million with liquid assets greater than \$500K

SITE ASSISTANCE

Zaxby's will provide support that includes real estate guidelines and architectural, construction and engineering support.



FAST FACTS:

FRANCHISING SINCE: 1994

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 86%

TOTAL OPERATING UNITS: 909

COMPANY OPERATING UNITS: 150

CAPITAL INVESTMENT: \$500,000

FRANCHISE FEE: \$35,000

ROYALTY FEE: 6%

ADVERTISING FEE: 2.87-4.87%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Free standing

AVAILABLE TERRITORIES: United States



CONTACT

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Director of Franchise Sales

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www.zaxbysfranchising.com



SAVE THE DATE

AUG 31-SEP 03, 2021

2021 MUFC MULTI-UNIT FRANCHISING CONFERENCE

AUG 31-SEP 03, 2021 | LAS VEGAS, NV

KEYNOTE SPEAKERS



KEVIN O'LEARY
Investor on ABC's *Shark Tank*,
Chairman of O'Leary Financial
Group & Bestselling Author



CAPTAIN SCOTT KELLY
History-Making NASA Astronaut; First to
Complete a Year-in-Space Mission



NIGEL TRAVIS
Chairman, Dunkin' Brands Inc.,
Author of *The Challenge Culture*

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Roy Rogers Restaurants
ServiceChannel
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Potbelly Sandwich Shop
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LARGE BANNER SPONSOR

Inspire Brands

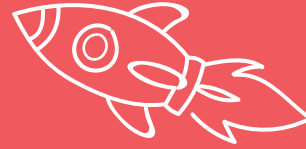
EXHIBITORS

7-Eleven Inc.	The Buffalo Spot	Del Taco	Grimaldi's Coal Brick-	Kent Franchise Law	Parapet Studios	Retro Fitness	Togo's Eateries
AAMCO Transmissions	Global LLC	Denny's, Inc.	Oven Pizzeria	Group, LLC	Paris Baguette	RNR Tire Express	Tommy's Express
Ace Hardware Corporation	Buffalo Wild Wings	direct2you	Guardian Protection	Kids 'R' Kids Learning	Payroll Vault	Rubicon Global	Traliant
Adams Keegan	Buffalo Wings & Rings	Dog Haus	GUINOT	Academies	PCS VoIP	Rusty Taco	TriNet USA, Inc
ADP	BURGERFI International	Drive Social Media	H20 Digital Marketing	Launch Entertainment	Pearle Vision	Saladworks	Tropical Smoothie Cafe
American Family Care	Burn Boot Camp	Dunkin' Brands	Hand & Stone Massage &	Leasecake	Penn Station, Inc.	Save A Lot, Ltd.	True Lark
American Franchise	Buttry & Brown	Earl of Sandwich	Facial Spa	Lemon Tree Hair Salons	Phenix Salon Suites	SBMA	True REST Float Spa
Academy	Byrider Franchising	Enviroment	Harbour Capital	Liberty Tax & Loans	Pinch A Penny	School of Rock	Twin Peaks Restaurants
Angry Crab Shack	Capital One	Enviroment	Harland Clarke	Little Caesars Pizza	Pita Pit USA	Scooter's Coffee	uBreakiFix
Another Broken Egg Cafe	Capriotti's Sandwich	Fazolli's Italian	HOA Brands	Loomis	Pizza Ranch	Señor Frog's	Unity Rd.
ApplePie Capital	Arby's Restaurant Group	Restaurants	The Human Bean	Marugame Udon	Placer.ai	ShiftPixy	Universal Background
Arcade	CapStar Commercial	FOCUS Brands	Hungry Howie's Pizza	Mary Brown's Chicken &	Pollo Campero	Slim Chickens	Screening
Ascendum Capital	Realty	Foremark Real Estate	Ideal Image MedSpa	Taters!	Potbelly Sandwich Shop	Sloan's Ice Cream	Urban Air Adventure Parks
ATAx	Captain D's	Services	INFINITI HR	Message Heights	PrepWizard	Smashin Crab	U.S. Bank
Atmosphere TV	Carl's Jr and Hardee's	Franchise Capital	International Franchise	Matthews Real Estate	Proliant	Smoothie King	V Digital Services
B.GOOD	Charley's Philly Steaks	Solutions	Association (IFA)	Investment Services™	Pronto Insurance	Solia Franchise LLC	Walk-Or's Sports
Bad Ass Coffee of Hawaii	Checkers & Rally's	Franchise Update Media	Intrepid Direct Insurance	Mayweather Boxing +	ProSource	Sonic	Bistreaux
Bank of George	Restaurants	Freddie's Frozen Custard &	Ivy Kids Early Learning	Fitness	Purchase Green Artificial	Steak 'n Shake	Waterman Steele Real
Basecamp Fitness	Chicken Salad Chick	Steakburgers	Center	Modern Market Eatery	Grass	Subway	Estate Advisors
Batteries Plus Bulbs	Choice Hotels	Fuzz Wax Bar	Jack in the Box Inc	MyEyelab	PuroClean	SwipeSum	Waxing the City
BeReady Advisors, LLC	International	G6 Hospitality	Jersey Mike's Subs	MyTime	Qdoba Mexican Eats	Taco Johns	Wharf Casual Seafood
Beverly Hills Rejuvenation	Church's Chicken	Global Franchise Group	Jimmy John's Gourmet	Netspend Corporation	RAKKAN Ramen	talentReef	Wingstop Restaurants
Center	Clean Juice	Golden Chick	Sandwich Shops	Netsurion	The Rawls Group -	TD Bank	Wingzone
Big Blue Swim School	Coffee Beanery	Go! Go! Curry!	The Johnny Rockets	New York Fries	Business Succession	Teriyaki Madness	Wintrust Franchise
Biscuit Belly	Concept Development	Golden Corral	Group, Inc.	The NOW Massage	Planners	Textline	Finance
Black Bear Diner	Solutions (CDS)	Goodcents	The Joint Chiropractic	Old Chicago Pizza &	Raydiant	Thrillz High Flying	Wired Telcom
Bojangles' Famous	Consumer Fusion	Granite	Joyal Capital	Taproom	Rent-A-Center Franchising	Adventure Park	WorxsiteHR
Chicken 'n Biscuits	Corea Breakfast and Lunch	Telecommunications	Management, LLC.	OPA!	International	Tide Cleaners	Zambreno
Bonchon Korean Fried	Crimchick	The Great Greek	K9 Resorts Luxury Pet	Oxi Zaba's	RESOLUT RE	Tijuana Flats Tex Mex	Zaxby's Franchising LLC
Chicken	Deliver Media	Great Harvest	Hotel	Oxi Fresh Carpet Cleaning	Restore Hyper Wellness +	For All	zignyl - Business Success.
Broken Yolk Cafe			Kahala Brands	Franchise	Cryotherapy	Tin Drum Asian Kitchen	Simplified.
				Pancheros Mexican Grill	Restaurant365		



ubreakifix

BY asurion



Ready to break into the tech industry?

Franchise opportunities available



\$701K

Average Second Year Total Revenue for Top 25 Stores

\$429K

Average Second Year Gross Profit for Top 25 Stores

franchising.ubreakifix.com



*As published in Item 19 of our FDD dated May 14, 2020 these figures represent the average total revenue and gross profit (total revenue, minus cost of goods sold) for the top 25 of 271 out of 528 US franchisee-operated UBREAKIFIX stores from Jan. 2014 through Dec. 2019. Average second year total revenue for the top 25 stores was \$700,980 (median \$671,711). Average second year gross profit for the top 25 stores was \$429,282 (median \$417,620). Of the stores included for the second year, 8 (or 32%) attained or exceeded the average total revenue and 10 (or 40%) attained or exceeded the average gross profit. Average second year total revenue for the bottom 25 stores was \$201,371 (median \$209,568). Average second year gross profit for the bottom 25 stores was \$131,076 (median \$137,304). Of the stores included for the second year, 16 (or 64%) attained or exceeded the average total revenue and 14 (or 56%) attained or exceeded the average gross profit. You should review our FDD for details about these numbers. Your results may differ and there are no assurances you will do as well and must accept that risk.

**This information is not intended as an offer to sell, or the solicitation of an offer to buy a franchise. If you are a resident of or want to locate a franchise in a state that regulates the offer and sale of franchises, we will not offer you a franchise unless we have complied with that applicable pre-sale registration and disclosure requirement in your state.

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