

Multi-Unit  
**Franchisee**  
SPECIAL ANNUAL EDITION

2023  
**BUYER'S  
GUIDE**

**MEGA 99**

Ranking the top U.S.  
franchise organizations

**MULTI-UNIT 50**

Ranking the most  
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# TABLE OF CONTENTS


























## RETAIL

	Ace Hardware	24
	Altitude Trampoline Park	25
	American Freight	26
	Batteries Plus	27
	Buddy's Home Furnishings	28
	Dogdrop	29
	Dogtopia	30
	G6 Hospitality - Motel 6	31
	MySalonSuite	32
	Pet Supplies Plus	33
	PetWellClinic	34
	Red Roof Inn	35
	Save A Lot	36
	The Vitamin Shoppe	37
	Urban Air Adventure Park	38

## SERVICE

	American Family Care	39
	FYZICAL Therapy & Balance Centers	40
	Goldfish Swim School	41
	Palm Beach Tan	42
	Phenix Salon Suites	43
	Pure Fitness	44
<b>FOOD</b>		
	Angry Crab Shack	45
	Another Broken Egg Cafe	46
	Arby's	47
	Bad Ass Coffee of Hawaii	48
	Baskin Robbins	49
	Black Bear Diner	50
	Bonchon	51

## FOOD

	Broken Yolk Cafe	52		Jimmy John's	66
	Buffalo Wild Wings	53		Marco's Pizza	67
	Checkers Drive In Restaurants Inc.	54		Potbelly Sandwich Shop	68
	District Taco	55		Scooter's Coffee	69
	Donatos	56		Smoothie King	70
	Dunkin'	57		Sonic Drive-In	71
	Einstein Bros. Bagels	58		Subway	72
	Ford's Garage USA	59		Teriyaki Madness	73
	Golden Corral	60		The Habit Burger Grill	74
	Happy Joe's Pizza and Ice Cream	61		The Human Bean	75
	Hooters of America	62		Tropical Smoothie Cafe	76
	Huckleberry's Breakfast and Lunch	63		Wienerschnitzel	77
	Hungry Howie's Pizza	64		Wild Wing Restaurants Inc.	78
	IHOP	65		Wing Country	79
				Wings & Rings	80
				Zaxby's Franchising	81



# MUOS CONTINUE GROWING

Expansion is the keyword for multi-unit franchisees



Once upon a time a person could “buy” a job as a franchisee. This choice was characterized by hard work and hands-on management of a single location. The past two decades have seen a significant shift to multi-unit franchising, and it is this group of entrepreneurs who now make up the majority of franchisees in the marketplace.

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—those 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 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.

Once again, we’ve freshened up this edition of the Multi-Unit Buyer’s Guide. It remains 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. You just might discover new and prosperous partnerships in these pages.

# THERE'S NO STOPPING MULTI-UNIT OWNERSHIP!

## Multi-unit franchisees operate more than half of franchise units

By Darrell Johnson



**M**ulti-unit operator dominance began in the late 1980s, and has been growing 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.

According to recent numbers from FRANData, there are approximately 43,230 multi-unit operators (MUOs) in the U.S. today, controlling more than half (53.9%) of all franchised units in the country. This amounts to approximately 227,244 total units (business-format franchise systems only).

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.

One notable trend we’ve observed among MUOs is brand diversification, with about 1 in 10 (11%) multi-unit franchisees operating units across several brands. This upward growth trend is driven by operators looking to diversify their portfolios to mitigate risks and expand revenue streams.

Compared with a decade ago, the concentration of units controlled by multi-unit operators has grown significantly, including a concentration of units controlled by “mega” multi-unit operators, those with 50 or more units. The average multi-unit franchisee now owns 5.16 franchised locations, up from about 4.76 in 2011.

Additionally, the size and makeup of the top 100 largest franchisees have changed over the past decade, with the average size of a franchisee on that top 100 list increasing by 50%. Currently, Flynn Restaurant Group tops the list with more than 2,400 franchised locations across seven different restaurant brands.

Five of today’s largest franchisees are Flynn Restaurant Group, Sun Holdings, Carrols Group, FQSR (formerly KBP Foods), and Dhanani Group.

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, 81.93% of franchised QSR businesses are controlled by multi-unit franchisees, followed by sit-down restaurants at 66.34%, and retail food at 49.05%. Also of note is the rise of some non-food industry classifications, such as beauty-related, real estate, automotive, clothing & accessories, business-related, and services (general).

Top 10 Industries by MUF Control	% Multiple Units
QSR	81.93%
Beauty-Related	78.42%
Restaurants (Sit-Down)	66.34%
Real Estate	56.83%
Automotive	55.28%
Clothing & Accessories	52.88%
Business-Related	51.52%
Retail Food	49.05%
Frozen Desserts	47.47%
Services—General	45.29%

At the other end of the spectrum of multi-unit ownership are publications at 4.63%; photographic products/services at 4.38%; and travel at 3.44%. Perhaps the most important point to note here among all these numbers is that multi-unit franchising has penetrated almost all industries where the franchise business model is found.

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# MANY WAYS TO MUO SUCCESS

Prevailing models are multi-unit and multi-brand franchising



**E**ntrepreneurs grow by adding units and brands, becoming large operators along the way. Their expansion approach is just the way they operate. Some like adding units with the same brand, saturating markets and territories under their control. Others look to add new brands and markets to diversify their portfolios and spread the investment risk. Individual goals and strategies may be different, but for many operators the attraction 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 approximately 43,230 multi-unit operators control about 227,244 franchised units, 82% of all QSR units, and 66% 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, Covid-19, and the Great Resignation, the best operators continued to find ways to grow. Operators who kept their eyes and ears open to opportunity in 2022 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 franchises 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 frontline 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 PROPELLING MULTI-UNIT GROWTH?

## Data indicates multi-unit dominance will continue

By Darrell Johnson

For several years now I have pointed out the fact that the majority of franchised units in the U.S. are owned and operated by multi-unit operators. Multi-unit operators control about 54% of all franchised units operating in the U.S. today. It's remarkable, and the percentage will continue to rise. This growth is the result 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 2010	Actual MUO Count 2022	Percentage Change
MUOs with 2–5 units	28,862	36,206	+25.4%
MUOs with 6–10 units	3,411	4,110	+20.5%
MUOs with 11–25 units	1,630	2,062	+26.5%
MUOs with 26–50 units	397	482	+21.4%
MUOs with 50+ units	162	370	+128.4%
TOTAL MUOs	34,462	43,230	+25.4%

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 nearly 4,000 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 in the table. Thus, in total, we believe there are more than the 43,230 multi-unit operators in the U.S. that we counted. 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.

In the span from 2010 to 2022, we have seen a 25.4% 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 (up 21.4% during this period), and of MUOs with 50 or more units (up 128.4% during this period).

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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# AVOIDING RISK

## Using a diversification strategy to reduce portfolio risk

**T**he economy is always going to have peaks and valleys, and those valleys can really hurt a business. Here's where diversification strategies come into play. When multi-unit operators diversify their holdings it can help them maintain higher revenue and reduce the potential impact of economic cycles. Operating different brands in different sectors in different territories and geographic regions are strategies that help operators spread their risk and protect themselves from economic uncertainties.

- **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 3 years 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.



# THERE'S POWER IN NUMBERS

## Why multi-brand franchising keeps on growing

**F**ranchising has long been known as a business model that gets results and has worked for decades. It's only been in the last 20 years or so that multi-unit and multi-brand franchising has developed into a powerhouse, offering a new way for franchisees to operate and grow.

It makes sense. Create a successful business operation with one brand and you replicate it with more. It comes down to choosing the right brands, hiring right, operating with solid unit economics, and success will surely 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 field 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, and helps them open new units more quickly. It also can mean discounts on franchise fees and sometimes, for a limited time, on royalties as well. Franchisees seeking a new franchisor partner look for many of the same things as a 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 1) a single-brand multi-unit operator who has built out their territory, or 2) 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 attract and retain top talent as they build their organization, which is always a challenge, especially during the pandemic. 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.

# 2022

## MEGA 99 RANKINGS

RANK	COMPANY	UNITS	BRANDS
1	FLYNN HOLDINGS	2,470	PIZZA HUT, APPLEBEE'S, ARBY'S, TACO BELL, WENDY'S, PANERA BREAD, KFC, MARRIOTT & HILTON-BRANDED SELECT SERVICE HOTELS
2	DHANANI GROUP	1,293	BURGER KING, POPEYES, PIZZA HUT, LA MADELEINE, DUNKIN', BASKIN-ROBBINS
3	SUN HOLDINGS	1,127	ARBY'S, POPEYES, BURGER KING, APPLEBEE'S, PAPA JOHN'S, MCALISTER'S DELI, IHOP, GNC LIVE WELL, TACO BUENO, GOLDEN CORRAL, CICIS
4	KBP BRANDS	1,107	KFC, ARBY'S, TACO BELL
5	CARROLS RESTAURANT GROUP	1,094	BURGER KING, POPEYES
6	TARGET	838	PIZZA HUT
7	PILOT TRAVEL CENTERS	687	SUBWAY, CINNABON, DUNKIN', WENDY'S, ARBY'S, TACO BELL, DQ TREAT, AUNTIE ANNE'S, MOE'S SOUTHWEST GRILL, PIZZA HUT, IHOP, LITTLE CAESARS, KFC, CHESTER'S
8	ARAMARK	557	AUNTIE ANNE'S, BAJA FRESH, BURGERFI, CARIBOU COFFEE, CHICK-FIL-A, CHILI'S, DENNY'S, DUNKIN', DUNN BROTHERS COFFEE, EINSTEIN BROS. BAGELS, ERBERT & GERBERT'S, EXTREME PITA, FIREHOUSE SUBS, FRESHII, JAMBA, JERSEY MIKE'S, KFC, LA MADELEINE, MCALISTER'S DELI, MOE'S SOUTHWEST GRILL, MOOYAH, OATH PIZZA, PACIUGO GELATO CAFFE, PANDA EXPRESS, PANERA BREAD, PAPA JOHN'S, PIZZA HUT, PJ'S COFFEE OF NEW ORLEANS, QDOBA MEXICAN EATS, QUIZNOS, RAISING CANE'S, RUSTY TACO, SMASHBURGER, STEAK 'N SHAKE, SUBWAY, TACO BELL, TACO DEL MAR, TIM HORTONS, VILLAGE JUICE KITCHEN, WAHOO'S FISH TACO, WENDY'S, WHICH WICH, WING ZONE

RANK	COMPANY	UNITS	BRANDS
9	LOVE'S TRAVEL STOPS & COUNTRY STORES	535	SUBWAY, GODFATHER'S PIZZA, CHESTER'S, TACO JOHN'S, HOLIDAY INN, SLEEP INN BY CHOICE HOTELS, DUNKIN', FAIRFIELD BY MARRIOTT, ARBY'S, BOJANGLES, DQ TREAT, NAF NAF MIDDLE EASTERN GRILL, BEST WESTERN HOTELS & RESORTS, MICROTEL INN & SUITES BY WYNDHAM, HAMPTON INN BY HILTON, JET'S PIZZA, BIMBO FOODS BAKERIES DISTRIBUTION, MAINSTAY SUITES EXTENDED STAY BY CHOICE HOTELS
10	HAZA GROUP	522	WENDY'S, TACO BELL
11	TEAM CAR CARE	509	JIFFY LUBE
12	ARMY & AIR FORCE EXCHANGE SERVICES	481	SUBWAY, BURGER KING, CHARLEYS, POPEYES LOUISIANA KITCHEN, ARBY'S, TACO BELL, QDOBA MEXICAN EATS, EINSTEIN BROS. BAGELS, BASKIN-ROBBINS, DUNKIN', RICE KING, WING ZONE, PIZZA HUT, SLIM CHICKENS, REGAL NAILS SALON & SPA, TACO JOHN'S
13	GPS HOSPITALITY	477	BURGER KING, PIZZA HUT, POPEYES LOUISIANA KITCHEN
14	CMG COMPANIES	439	KFC/TACO BELL, SONIC, GENGHIS GRILL, MARRIOTT, HILTON, IHG, GENGHIS GRILL, SONIC, RENT-A-CENTER
15	CHARTER FOODS	435	TACO BELL, LONG JOHN SILVER'S, KFC, A&W, PIZZA HUT
16	AMPLER GROUP	433	BURGER KING, LITTLE CAESARS, CHURCH'S CHICKEN, TACO BELL, PIZZA HUT
17	TASTY	420	PIZZA HUT, BURGER KING, DUNKIN', KFC, TACO BELL, BASKIN-ROBBINS
18	SIZZLING PLATTER	418	LITTLE CAESARS, WINGSTOP, DUNKIN'
19	WENDPARTNERS FRANCHISE GROUP	395	WENDY'S
20	WKS RESTAURANT GROUP	388	WENDY'S, DENNY'S, EL POLLO LOCO, KRISPY KREME, BLAZE PIZZA
21	JIB MANAGEMENT (YADAV ENTERPRISES)	358	JACK IN THE BOX, DENNY'S, TGI FRIDAYS
22	HARMAN MANAGEMENT	354	KFC, A&W



RANK	COMPANY	UNITS	BRANDS
23	SUMMIT RESTAURANT GROUP (NEIGHBORHOOD HOSPITALITY)	350	IHOP, APPLEBEE'S
24	VISION GROWTH PARTNERS/SUPER C GROUP	347	SUPERCUTS, COST CUTTERS
25	ROTTINGHAUS COMPANY	346	SUBWAY
26	QUALITY RESTAURANT GROUP	342	PIZZA HUT, SONIC, MOE'S SOUTHWEST GRILL, ARBY'S
27	TACALA	335	TACO BELL, KFC
28	PACIFIC BELLS	330	KFC, BUFFALO WILD WINGS, TACO BELL
28	RBD CALIFORNIA RESTAURANTS	330	KFC, TACO BELL
30	K-MAC ENTERPRISES	327	TACO BELL, KFC
31	DIVERSIFIED RESTAURANT GROUP	325	TACO BELL, ARBY'S
32	AMPEX BRANDS	319	KFC, PIZZA HUT, LONG JOHN SILVER'S, TACO BELL, A&W
33	BODDIE-NOELL ENTERPRISES	303	HARDEE'S
34	DESERT DE ORO FOODS	302	TACO BELL, PIZZA HUT, KFC
35	MASON-HARRISON-RATLIFF ENTERPRISES	301	SONIC

RANK	COMPANY	UNITS	BRANDS
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36	SODEXO	300	CHICK-FIL-A, EINSTEIN BROS. BAGELS, SUBWAY, DUNKIN', PIZZA HUT, QDOBA MEXICAN EATS, JAMBA, MOE'S SOUTHWEST GRILL, STEAK 'N SHAKE BY BIGLARI, GARBANZO MEDITERRANEAN FRESH, TACO BELL, ERBERT & GERBERT'S, FRESHII, BASKIN-ROBBINS, MCALISTER'S DELI, PANERA BREAD, PJ'S COFFEE OF NEW ORLEANS, AUNTIE ANNE'S, BAJA FRESH, BLAZE PIZZA, BURGER KING, DENNY'S, FIREHOUSE SUBS, GODFATHER'S PIZZA, NRGIZE LIFESTYLE CAFE, PAPA JOHN'S, THE HABIT BURGER GRILL, WHICH WICH, BARRY BAGELS, DQ TREAT, GOLD STAR CHILI, MRS. FIELDS, SBARRO
37	EYM GROUP	299	PIZZA HUT, DENNY'S, KFC, BURGER KING, PANERA BREAD, TACO BELL
38	THE COVELLI FAMILY LTD PARTNERSHIP	285	PANERA BREAD, DAIRY QUEEN
39	G&M OIL CO	279	CHEVRON, EXTREME PITA
40	AMERICAN WEST RESTAURANT GROUP	273	PIZZA HUT
41	BESHAY ENTERPRISES	260	JACK IN THE BOX, POPEYES, DENNY'S
42	DL ROGERS	259	SONIC
43	TA OPERATING	256	POPEYES LOUISIANA KITCHEN, TACO BELL, BURGER KING, SUBWAY, PIZZA HUT, DUNKIN', ARBY'S, CHARLEYS, A&W, BASKIN-ROBBINS, BLACK BEAR DINER, FAZOLI'S, WENDY'S, IHOP, CARL'S JR., DQ TREAT, JAMBA, KFC, SUPER 8 BY WYNDHAM, TACOTIME, TIM HORTONS
44	FUGATE ENTERPRISES	254	PIZZA HUT, TACO BELL, SONIC
45	FOURTEEN FOODS	243	DAIRY QUEEN, DQ TREAT

RANK	COMPANY	UNITS	BRANDS
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46	COMPASS GROUP USA	240	EINSTEIN BROS. BAGELS, PAPA JOHN'S, PANDA EXPRESS, DUNKIN', SUBWAY, MOE'S SOUTHWEST GRILL, PIZZA HUT, JAMBA, PJ'S COFFEE OF NEW ORLEANS, STEAK 'N SHAKE, CARIBOU COFFEE, JERSEY MIKE'S, WENDY'S, TIM HORTONS, WHICH WICH, CHILI'S, QDOBA MEXICAN EATS, BOJANGLES, FIREHOUSE SUBS, KFC, FRESHII, SBARRO, SMASHBURGER, PITA PIT, SLIM CHICKENS, FREDDY'S FROZEN CUSTARD & STEAKBURGERS, BAJA FRESH, BASKIN-ROBBINS, BURGER KING, MOD PIZZA, PANERA BREAD, POPEYES LOUISIANA KITCHEN, QUIZNOS, ERBERT & GERBERT'S, PLANET SMOOTHIE, THE HABIT BURGER GRILL, BLIMPIE, PINKBERRY, AUNTIE ANNE'S, ILLY CAFFE, TACO BELL
47	BORDER FOODS	231	TACO BELL, CHURCH'S CHICKEN
48	HMSHOST	231	BURGER KING, SBARRO, CHILI'S, ROY ROGERS, QUIZNOS, POPEYES LOUISIANA KITCHEN, CHICK-FIL-A, NATHAN'S FAMOUS, CALIFORNIA PIZZA KITCHEN, PIZZA HUT, FIREHOUSE SUBS, SMASHBURGER, LA MADELEINE, DUNKIN', TCBY, EINSTEIN BROS. BAGELS, KELLY'S CAJUN GRILL, PANDA EXPRESS, BLAZE PIZZA, BLIMPIE, GREAT STEAK, MAGGIANO'S LITTLE ITALY, THE COUNTER, BURGERFI, PACIUGO GELATO CAFFE, STEAK 'N SHAKE, BAJA FRESH, JERSEY MIKE'S, MOE'S SOUTHWEST GRILL, ON THE BORDER
49	ALVARADO RESTAURANT NATION	221	TACO BELL, KFC, PIZZA HUT
50	APPLE HOSPITALITY REIT	218	HILTON GARDEN INN, HAMPTON INN BY HILTON, COURTYARD BY MARRIOTT, HOMEWOOD SUITES BY HILTON, RESIDENCE INN BY MARRIOTT, HOME2 SUITES BY HILTON, FAIRFIELD BY MARRIOTT, TOWNEPLACE SUITES BY MARRIOTT, SPRINGHILL SUITES BY MARRIOTT, HYATT PLACE, MARRIOTT HOTELS, EMBASSY SUITES BY HILTON, HYATT HOUSE
51	AKASH MANAGEMENT	216	CARL'S JR., PIEOLOGY PIZZERIA, JAMBA, ARBY'S, WINGSTOP
52	CAFUA MANAGEMENT COMPANY	214	DUNKIN'
53	ADT PIZZA	206	PIZZA HUT, LITTLE CEASARS
54	COTTI FOODS	203	WENDY'S, TACO BELL, PIEOLOGY PIZZERIA

RANK	COMPANY	UNITS	BRANDS
55	NORTHWEST RESTAURANTS	203	TACO BELL, KFC, A&W
56	INTERFOODS OF AMERICA (SAILORMEN)	199	POPEYES, TACO BELL, BURGER KING
56	YELLOWHAMMER SALON GROUP	199	SMARTSTYLE, SUPERCUTS, COST CUTTERS FAMILY HAIR SALON
58	WARNER FOODS	197	JACK IN THE BOX, PANERA BREAD, NOODLES & COMPANY
59	PJ UNITED	196	PAPA JOHN'S
60	GS DALLAS GROUP	195	SUBWAY, WINGSTOP, EUROPEAN WAX CENTER, TROPICAL SMOOTHIE CAFE
61	CIRCLE K STORES	192	SUBWAY, CHURCH'S CHICKEN, BLIMPIE, HARDEE'S, DQ TREAT, DQ GRILL & CHILL, NOBLE ROMAN'S, HUDDLE HOUSE
61	GHAJ MANAGEMENT SERVICES	192	BURGER KING, TACO BELL, POPEYES
63	PREMIER KINGS	191	BURGER KING, POPEYES
64	A3H FOODS LP	188	JACK IN THE BOX
65	HENLEY ENTERPRISES	187	VALVOLINE INSTANT OIL CHANGE
66	WENDYS OF COLORADO SPRINGS	186	WENDY'S
67	QUALITY DINING	185	BURGER KING, CHILI'S
68	LUIHN VANTEDGE PARTNERS	183	TACO BELL, KFC, PIZZA HUT
69	CAVE ENTERPRISES OPERATIONS	182	BURGER KING
70	RPM PIZZA	178	DOMINO'S
71	JAE RESTAURANT GROUP	174	WENDY'S
72	HAMRA ENTERPRISES	172	WENDY'S, PANERA BREAD, NOODLES & COMPANY, HOLIDAY INN



RANK	COMPANY	UNITS	BRANDS
73	ATTICUS FRANCHISE GROUP/NOVARUS WELLNESS CONCEPTS/MACKINAW HOLDINGS	171	MASSAGE ENVY, SONIC, WINGSTOP, MAACO
73	MERITAGE HOSPITALITY GROUP	171	WENDY'S
75	MARWAHA GROUP	166	SUBWAY, BURGER KING
76	FRESH ALTERNATIVES	163	SUBWAY
77	CAMBRIDGE FRANCHISE HOLDINGS (ALABAMA QUALITY/CAROLINA Q)	162	BURGER KING
77	CARLISLE	162	WENDY'S
77	JRN	162	KFC, PIZZA HUT
80	AES RESTAURANTS	157	ARBY'S
80	ARGONNE CAPITAL GROUP	157	PLANET FITNESS, WENDY'S, SONNY'S BBQ
82	CHAAC FOODS/ADF COMPANIES	156	PIZZA HUT, BOJANGLES, APPLEBEE'S, PANDA EXPRESS
82	DELIGHT RESTAURANT GROUP	156	WENDY'S, TACO BELL
84	SUMMERWOOD	152	TACO BELL, KFC, PIZZA HUT
84	B & B CONSULTANTS	152	SONIC
86	B & G FOOD ENTERPRISES	151	TACO BELL, KFC
87	TEAM LYDERS (SUNDANCE)	151	TACO BELL, ARBY'S
88	AMBROSIA QSR	150	BURGER KING, POPEYES

RANK	COMPANY	UNITS	BRANDS
89	BAJCO	145	PAPA JOHN'S
89	STARCORP	145	HARDEE'S, CARL'S JR.
91	WING FINANCIAL SERVICES	142	JACKSON HEWITT TAX SERVICE
92	THREE20 CAPITAL GROUP	140	MASSAGE ENVY, SOLA SALON STUDIOS
93	MBN BRANDS	139	JIMMY JOHN'S, BURGER KING, KFC, LITTLE CAESARS
93	METRO FRANCHISING COMMISSARY	139	DUNKIN', BASKIN-ROBBINS, NATHAN'S FAMOUS
95	GRAND MERE CAPITAL	138	PIZZA HUT
96	CELEBRATION RESTAURANT GROUP	136	PIZZA HUT, TACO BELL, KFC
97	HEEBA ZAHRA	133	DQ GRILL & CHILL, DQ TREAT
97	TEAM SCHOSTAK FAMILY RESTAURANTS	133	APPLEBEE'S, WENDY'S, MOD PIZZA, IHOP
99	DOHERTY ENTERPRISES	132	APPLEBEE'S, PANERA BREAD, SOLA SALON STUDIOS
99	FRESH DINING CONCEPTS	132	AUNTIE ANNE'S, CINNABON, CARVEL
99	MANNA DEVELOPMENT GROUP	132	PANERA BREAD
99	UNITED PF	132	PLANET FITNESS
99	VITALIGENT	132	JAMBA, AUNTIE ANNE'S, CINNABON

**ABOUT:** The Mega 99

# 2023

## MEGA 99 RANKINGS

RANK	COMPANY	BRANDS	UNITS	RANK	COMPANY	BRANDS	UNITS
1	FLYNN RESTAURANT GROUP		2,353			ARBY'S	48
		PIZZA HUT	937			TACO BELL	20
		APPLEBEE'S	441			DQ TREAT	15
		ARBY'S	368			AUNTIE ANNE'S	11
		TACO BELL	285			MOE'S SOUTHWEST GRILL	6
		WENDY'S	192			PIZZA HUT	6
		PANERA BREAD	130			IHOP	1
2	SUN HOLDINGS		1,347			LITTLE CAESARS	1
		T-MOBILE	228	8	ARAMARK		550
		ARBY'S	195			CHICK-FIL-A	119
		POPEYES	169			EINSTEIN BROS. BAGELS	98
		PAPA JOHN'S	159			PANDA EXPRESS	44
		BURGER KING	141			OATH PIZZA	39
		TACO BUENO	139			WHICH WICH	24
		APPLEBEE'S	131			DUNKIN'	22
		MCALISTER'S DELI	64			MOE'S SOUTHWEST GRILL	21
		GNC LIVE WELL	55			STEAK 'N SHAKE	19
		IHOP	36			PAPA JOHN'S	18
		OTHER BRANDS	30			PIZZA HUT	16
3	CARROLS GROUP		1,074			SUBWAY	15
		BURGER KING	1,009			FRESHII	14
		POPEYES	65			QDOBA MEXICAN EATS	13
4	FQSR (KBP FOODS)		1,024			JAMBA	11
		KFC	816			AUNTIE ANNE'S	5
		ARBY'S	120			MOOYAH	5
		TACO BELL	88			PANERA BREAD	5
5	DHANANI GROUP		824			QUAKER STEAK & LUBE	5
		BURGER KING	503			TACO BELL	5
		POPEYES	284			TIM HORTONS	5
		LA MADELEINE	37			BURGERFI	4
6	MUY COMPANIES		762			CHILI'S	4
		PIZZA HUT	361			ERBERT & GERBERT'S SANDWICH SHOP	4
		WENDY'S	320			MCALISTER'S DELI	4
		TACO BELL	81			WAHOO'S FISH TACO	4
7	PILOT TRAVEL CENTERS		624			CARIBOU COFFEE	3
		SUBWAY	192				
		CINNABON	158				
		DUNKIN'	84				
		WENDY'S	82				

RANK	COMPANY	BRANDS	UNITS	RANK	COMPANY	BRANDS	UNITS
		PJ'S COFFEE OF NEW ORLEANS	3	11	GPS HOSPITALITY		476
		QUIZNOS	3			BURGER KING	394
		WENDY'S	3			PIZZA HUT	63
		KFC	2			POPEYES	19
		PACIUGO GELATO	2	12	SUMMIT RESTAURANT GROUP		436
		CAFFE	2			IHOP	262
		LA MADELEINE	2			APPLEBEE'S	113
		VILLAGE JUICE	2			WENDY'S	61
		KITCHEN	2	13	SIZZLING PLATTER		418
		DENNY'S	1			LITTLE CAESARS	327
		DUNN BROTHERS	1			WING-STOP	71
		COFFEE	1			PIZZA HUT	20
		FIREHOUSE SUBS	1	14	JIB MANAGEMENT (YADAV ENTERPRISES)		392
		JERSEY MIKE'S	1			JACK IN THE BOX	213
		SMASHBURGER	1			DENNY'S	126
		EXTREME PITA	1			TGI FRIDAYS	53
		WING ZONE	1	15	WKS RESTAURANT GROUP		385
9	LOVE'S TRAVEL STOPS & COUNTRY STORES		515			WENDY'S	141
		SUBWAY	235			DENNY'S	123
		GODFATHER'S PIZZA	133			EL POLLO LOCO	68
		CHESTER'S	130			KRISPY KREME	43
		TACO JOHN'S	7			DOUGHNUTS	10
		DUNKIN'	3			BLAZE PIZZA	10
		ARBY'S	2	16	HARMAN MANAGEMENT		353
		BOJANGLES	2			KFC	244
		DQ TREAT	2			A&W	109
		NAF NAF MIDDLE	1	17	CHARTER FOODS		340
		EASTERN GRILL	1			TACO BELL	268
10	ARMY & AIR FORCE EXCHANGE SERVICES		484			LONG JOHN SILVER'S	42
		SUBWAY	123			KFC	24
		BURGER KING	105			A&W	6
		CHARLEYS	81	18	TACALA		322
		POPEYES	58			TACO BELL	320
		ARBY'S	30			KFC	2
		TACO BELL	28	19	AMPEX BRANDS		317
		QDOBA MEXICAN EATS	22			KFC	147
		EINSTEIN BROS.	19			PIZZA HUT	113
		BAGELS	6			LONG JOHN SILVER'S	32
		BASKIN-ROBBINS	5			TACO BELL	14
		DUNKIN'	3			A&W	11
		RICE KING	2	20	K-MAC ENTERPRISES		315
		WING ZONE	1			TACO BELL	306
		PIZZA HUT	1			KFC	9
		SLIM CHICKENS	1	21	EYM GROUP		310
						PIZZA HUT	163



RANK	COMPANY	BRANDS	UNITS	RANK	COMPANY	BRANDS	UNITS
		DENNY'S	59			DQ TREAT	2
		KFC	39			FIREHOUSE SUBS	2
		BURGER KING	27			GODFATHER'S PIZZA	2
		PANERA BREAD	19			THE HABIT BURGER GRILL	2
		TACO BELL	3			WHICH WICH	2
21	PACIFIC BELLS		310			BLAZE PIZZA	1
		TACO BELL	241	26	QUALITY RESTAURANT GROUP		270
		BUFFALO WILD WINGS	67			PIZZA HUT	176
		KFC	2			ARBY'S	27
23	HART RESTAURANT MGMT (HAZA BELL OF NEBRASKA)		301			MOE'S SOUTHWEST GRILL	67
		WENDY'S	250	27	TA OPERATING		255
		TACO BELL	51			POPEYES	68
24	THE COVELLI FAMILY LTD PARTNERSHIP		294			TACO BELL	38
		PANERA BREAD	282			BURGER KING	34
		DQ GRILL & CHILL	6			SUBWAY	32
		O'CHARLEY'S	5			PIZZA HUT	29
		DQ TREAT	1			DUNKIN'	20
25	SODEXO		290			ARBY'S	7
		CHICK-FIL-A	74			CHARLEYS PHILLY STEAKS	5
		EINSTEIN BROS. BAGELS	65			A&W	3
		DUNKIN'	21			BLACK BEAR DINER	3
		SUBWAY	21			FAZOLI'S	3
		PIZZA HUT	20			WENDY'S	3
		JAMBA	10			BASKIN-ROBBINS	2
		QDOBA MEXICAN EATS	9			CARL'S JR.	1
		MOE'S SOUTHWEST GRILL	7			IHOP	1
		STEAK 'N SHAKE	7			JAMBA	1
		TACO BELL	6			KFC	1
		ERBERT & GERBERT'S SANDWICH SHOP	5			SUPER 8 BY WYNDHAM	1
		GARBANZO MEDITERRANEAN FRESH	5			TACOTIME	1
		PAPA JOHN'S	5			TIM HORTONS	1
		FRESHII	4			DQ TREAT	1
		AUNTIE ANNE'S	3	28	PALO ALTO		247
		MCALISTER'S DELI	3			TACO BELL	202
		PANERA BREAD	3			PIZZA HUT	32
		PJ'S COFFEE OF NEW ORLEANS	3			KFC	13
		BAJA FRESH	2	29	HMSHOST		245
		BASKIN-ROBBINS	2			BURGER KING	58
		BURGER KING	2			AUNTIE ANNE'S	47
		DENNY'S	2			SBARRO	24
						ROY ROGERS	15
						CHILI'S	14
						QUIZNOS	14
						CHICK-FIL-A	13

RANK	COMPANY	BRANDS	UNITS	RANK	COMPANY	BRANDS	UNITS
		NATHAN'S FAMOUS	13			TACO BELL	206
		CINNABON	12			CHURCH'S CHICKEN	14
		PIZZA HUT	9	40	APPLE HOSPITALITY REIT		218
		DUNKIN'	4			HILTON GARDEN INN	41
		FIREHOUSE SUBS	4			HAMPTON INN BY HILTON	39
		STEAK 'N SHAKE	3			COURTYARD BY MARRIOTT	33
		TCBY	3			HOMEWOOD SUITES BY HILTON	33
		KELLY'S CAJUN GRILL	2			RESIDENCE INN BY MARRIOTT	29
		KFC	2			HOME2 SUITES BY HILTON	10
		PANDA EXPRESS	2			FAIRFIELD BY MARRIOTT	9
		BAJA FRESH	1			TOWNEPLACE SUITES BY MARRIOTT	9
		BLIMPIE	1			SPRINGHILL SUITES BY MARRIOTT	8
		BURGERFI	1			EMBASSY SUITES BY HILTON	2
		ON THE BORDER	1			HYATT PLACE	2
		THE COUNTER	1			MARRIOTT HOTELS	2
		MAGGIANO'S LITTLE ITALY	1			HYATT HOUSE	1
30	VISION GROWTH PARTNERS/ SUPER C GROUP		244	41	COTTI FOODS		202
		SUPERCUTS	137			WENDY'S	111
		COST CUTTERS FAMILY HAIR SALON	107			TACO BELL	86
31	FUGATE ENTERPRISES		239			PIEOLOGY PIZZERIA	5
		PIZZA HUT	165	42	CIRCLE K STORES		196
		TACO BELL	74			SUBWAY	158
32	FOURTEEN FOODS		237			BLIMPIE	10
		DQ GRILL & CHILL	232			CHURCH'S CHICKEN	8
		DQ TREAT	5			HARDEE'S	6
33	MITRA QSR		233			DQ TREAT	5
		KFC	195			DQ GRILL & CHILL	4
		TACO BELL	38			NOBLE ROMAN'S	3
34	DIVERSIFIED RESTAURANT GROUP		232			HUDDLE HOUSE	2
		TACO BELL	216	42	QUALITY DINING		196
		ARBY'S	16			BURGER KING	158
35	TASTY HUTS/TASTY KING		228			CHILI'S	38
		PIZZA HUT	161	44	LUIHN VANTEDGE PARTNERS		189
		BURGER KING	67			TACO BELL	157
36	DESERT DE ORO FOODS		224			KFC	30
		TACO BELL	135			PIZZA HUT	2
		PIZZA HUT	89	45	PREMIER KINGS		184
37	AMPLER		223			BURGER KING	158
		BURGER KING	120			POPEYES	26
		LITTLE CAESARS	103				
38	MANNA		222				
		WENDY'S	139				
		FAZOLI'S	83				
39	BORDER FOODS		220				

RANK	COMPANY	BRANDS	UNITS	RANK	COMPANY	BRANDS	UNITS
46	WENDYS OF COLORADO SPRINGS		183	47	SUNDANCE (TEAM LYDERS)		176
		WENDY'S	181			TACO BELL	173
		GOLDEN CORRAL	2			ARBY'S	3
47	COMPASS GROUP USA		176	49	HAMRA ENTERPRISES		168
		PAPA JOHN'S	27			WENDY'S	92
		PANDA EXPRESS	24			PANERA BREAD	67
		DUNKIN'	21			NOODLES & COMPANY	8
		SUBWAY	15			HOLIDAY INN	1
		PIZZA HUT	12	50	CELEBRATION RESTAURANT GROUP/ CFL PIZZA/BRAVO FOODS		167
		MOE'S SOUTHWEST GRILL	10			PIZZA HUT	127
		JAMBA	8			TACO BELL	40
		PJ'S COFFEE OF NEW ORLEANS	7				
		STEAK 'N SHAKE	6				
		WENDY'S	5				
		CARIBOU COFFEE	4				
		CHILI'S	3				
		TACO BELL	3				
		TIM HORTONS	3				
		AUNTIE ANNE'S	2				
		FIREHOUSE SUBS	2				
		FREDDY'S FROZEN CUSTARD & STEAKBURGERS	2				
		FRESHII	2				
		KFC	2				
		QDOBA MEXICAN EATS	2				
		SBARRO	2				
		SLIM CHICKENS	2				
		BASKIN-ROBBINS	1				
		BLIMPIE	1				
		BOJANGLES	1				
		BURGER KING	1				
		ILLY CAFFE	1				
		PANERA BREAD	1				
		PITA PIT	1				
		PLANET SMOOTHIE	1				
		POPEYES	1				
		QUIZNOS	1				
		WHICH WICH	1				
		THE HABIT BURGER GRILL	1				

# TOP 25 BRANDS OF THE 2022 MULTI-BRAND 50

RANK	BRANDS	UNITS	RANK	BRANDS	UNITS
1	TACO BELL	3,084	14	IHOP	300
2	BURGER KING	2,777	15	DQ GRILL & CHILL	242
3	PIZZA HUT	2,502	16	PAPA JOHN'S	229
4	WENDY'S	1,580	17	T-MOBILE	228
5	KFC	1,528	18	JACK IN THE BOX	213
6	ARBY'S	816	19	CHICK-FIL-A	206
7	SUBWAY	791	20	EINSTEIN BROS. BAGELS	182
8	POPEYES	690	21	CINNABON	170
9	APPLEBEE'S	685	22	TACO BUENO	139
10	PANERA BREAD	507	23	SUPERCUTS	137
11	LITTLE CAESARS	431	24	GODFATHER'S PIZZA	135
12	DUNKIN'	380	25	CHESTER'S	130
13	DENNY'S	311			

Source: FRANdata & Franchise Update Media





## Ann Balosky

Business Development

630.472.4999

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bookmeatime.com/acehardware



### ■ FAST FACTS

**FRANCHISING SINCE:** 1976,  
**Founded** 1924

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 720

**TOTAL OPERATING UNITS:** Over  
**4,800 Ace Stores in the U.S.**

**COMPANY OPERATING UNITS:** 211

**CAPITAL INVESTMENT:** \$292,000 -  
**\$1,624,230+**

**FRANCHISE FEE:** \$5,000 One-time  
affiliation fee (Affiliation fee waived  
for qualified 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, End Cap

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

### ■ OPPORTUNITY DETAILS

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 80 countries.

### ■ ACCOLADES & RESULTS

- No. 5 in Franchise Times Top 500 Franchises
- No. 1 in the category in Entrepreneur Magazine's Top 500 Franchises
- No. 7 overall in Entrepreneur Magazine's Top 500 Franchises
- No. 2 in 2022 Top 100 Omnichannel Retailers
- 11 years in a row of new domestic store growth
- 13 years in a row of increased same-store sales and retail gross profit growth
- 15 years in a row of increased average transaction size
- 15 out of 16 years as Highest Customer Satisfaction, according to JD Power

### ■ INCENTIVES

Ace offers a Free 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 on the Ace statement. 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.

### ■ 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.



### Kailee Poirier

Manager of Franchise Development

833-558-6746

kailee@ATPHQ.COM

www.altitudefranchise.com

## ■ OPPORTUNITY DETAILS

Jump Happy when you franchise with Altitude Trampoline Park, one of the world's largest family entertainment franchises offering cutting-edge trampolines, games, programs, and celebrations for all ages. With more than 80 locations worldwide our unique active entertainment concept is perfectly positioned to meet the real needs of today's consumers and deliver a diversified mix of revenue opportunities for our franchise owners. With Altitude, family fun, social connection, wellness, and physical activity take flight in one engaging package.

## ■ DEMOGRAPHICS

Qualified franchisee candidates should have access to substantial liquid capital to meet the development obligations of one or more indoor entertainment parks in the market they are requesting to develop, have prior business experience, an appreciation for the brand model and culture, as well as a strong knowledge of financial and social market trends, product distribution, governmental laws, and ordinances.

## ■ RANKINGS & AWARDS

Making its debut as one of the top family entertainment franchises on Entrepreneur's Franchise 500 ranking in 2023, Altitude Trampoline Park is the only active entertainment brand focused primarily on the 3- to 12-year-old age group. In 2022, the brand joined the top 15% of Inc. Magazine's "Fastest-Growing Private Companies" in America as one of the only family entertainment brands in its sector, and was recognized on the Franchise Times' Top 500.

## ■ QUALIFICATIONS

Are you ready to live the JumpLife? As a franchisee with Altitude Trampoline Park, you enter the industry well-equipped for long-term success. We offer valuable services and ongoing support that not only gets you started, but will keep you going well into your ownership. Ideal franchise owners should be individuals or teams desiring to have a positive impact on their community, as well as experienced business leaders who love kids and want to promote health and physical wellness in their community.

## ■ SITE ASSISTANCE

Our real estate team is well-equipped to help you pinpoint the next hub for active family fun in your community. Altitude brings owners together with our real estate partners in order to find the most optimal locations for our targeted demographic. In addition to site selection, our facility design packages will help you create a park that's thoughtfully configured to meet the needs of the local market.



## ■ FAST FACTS

**FRANCHISING SINCE:** 2016

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 18.8%

**TOTAL OPERATING UNITS:** 80+

**COMPANY OPERATING UNITS:** 12

**CAPITAL INVESTMENT:** \$1,620,500-  
\$2,611,500

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

**ROYALTY FEE:** 6% of gross sales

**BRAND FUND:** 2% of gross sales

**EARNINGS CLAIMS:** No

**BUILD-OUT OPTIONS:** Our ideal park  
buildout ranges between 20,000-  
30,000 sq. ft.

**AVAILABLE TERRITORIES:** Domestic  
and international markets

\*Information based on the 2022 FDD. ATP Franchising, LLC, 12222 Merit Drive, Suite 1300, Dallas Texas 75251. MN File No. F-9991. This advertisement is not an offering. An offering can only be made by a prospectus filed first with the Department of Law of the State of New York. Such filing does not constitute approval by the Department of Law.



**AMERICAN FREIGHT**  
FURNITURE • MATTRESS • APPLIANCE

# THE FRANCHISE FOR PEOPLE WHO LIKE MAKING MONEY

## John Henning

Director of Franchise Development

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www.OwnAmericanFreight.com

AVERAGE GROSS SALES PER STORE\*

**\$5,590,180**

AVERAGE NET INCOME PER STORE\*

**\$1,006,555**

\*THIS INFORMATION REFLECTS THE AVERAGE GROSS SALES AND AVERAGE NET INCOME FOR AMERICAN FREIGHT COMPANY-OWNED RETAIL BUSINESSES WHICH WERE OPEN FOR MORE THAN A YEAR AS OF FISCAL YEAR END 2021 AND HAD ANNUAL GROSS SALES OF AT LEAST \$4,500,000.00. OF THESE 20 RETAIL BUSINESSES, 9 ATTAINED OR SURPASSED THE AVERAGE GROSS SALES AND 9 ATTAINED OR SURPASSED THE AVERAGE NET INCOME DESCRIBED ABOVE. WE REFER YOU TO ITEM 19 OF OUR 2022 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. ©2022 AMERICAN FREIGHT®. ALL RIGHTS RESERVED.

## FAST FACTS

**FRANCHISING SINCE:** 2020

**TOTAL OPERATING UNITS:** 264

**COMPANY OPERATING UNITS:** 259

**CAPITAL INVESTMENT:** \$521,000-  
\$948,900

**FRANCHISE FEE:** \$49,900 for first and  
\$35,000 for each additional

**ROYALTY FEE:** 5%

**ADVERTISING FEE:** \$7,100 per month  
spent on local store promotion

**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.



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## OPPORTUNITY DETAILS

American Freight Furniture, Mattress and Appliance is an easy-to-build, quick-to-open and highly scalable retail franchise opportunity with impressive unit economics. The established brand has led the industry for decades and offers a turnkey, semi-absentee franchise opportunity with plenty of green space for multi-unit growth.

## RANKINGS & AWARDS

- 2023 Entrepreneur Magazine Franchise 500
- 2022 Entrepreneur Magazine Franchise 500: Fastest Growing Franchise and Top New and Emerging Franchises

## QUALIFICATIONS

- \$750,000 minimum net worth
- \$200,000 liquidity
- Semi-Absentee Owner/Operator
- Multi-Unit Growth Opportunities



## DEMOGRAPHICS

American Freight is uniquely positioned to gain market share in the value furniture segment as its competitors move towards premiumization. The company's primary customers are anyone that needs a place to sit, sleep and eat! Customers are between the ages of 25 and 59 and have an average household income of \$72,000.

## SITE ASSISTANCE

American Freight's warehouse-style stores are no frills, no fluff—meaning a low initial investment and accelerated time to open upon shipment of inventory. American Freight's experienced real estate team provides a turnkey, step-by-step guide to developing and opening stores. The goal is to assist franchise owners in opening cost-efficient stores in a timely manner.



"I FOUND THE STRAIGHTFORWARD EARNING POTENTIAL I WAS LOOKING FOR WITH AMERICAN FREIGHT'S BUSINESS MODEL."

**GREG CANZANO, FRANCHISEE**



**BatteriesPlus**   
Power it. Light it. Fix it.

**Victor Daher, CFE**

VP of Franchise Development

1-800-274-9155

VDaher@batteriesplus.com

www.batteriesplusfranchise.com

## ■ OPPORTUNITY DETAILS

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, low staff count, 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.



## ■ DEMOGRAPHICS

- Ages 45-65
- 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
- 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.
- An investor looking to diversify their portfolio with a stable and predictable business.

## ■ QUALIFICATIONS

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

## ■ 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 30 years in a row
- 2022 Franchise Times Top 500
- 2022 Fran-Tastic
- 2022 Game Changer



## ■ FAST FACTS

**FRANCHISING SINCE:** 1992

**MULTI-UNIT FRANCHISEE OPERATING UNITS:** 471

**TOTAL OPERATING UNITS:** 712

**COMPANY OPERATING UNITS:** 113

**CAPITAL INVESTMENT:** \$221,813 to \$423,831

**FRANCHISE FEE:** \$44,500

**ROYALTY FEE:** 5%

**ADVERTISING FEE:** 1%

**EARNINGS CLAIMS:** Yes

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

**AVAILABLE TERRITORIES:** Territories available in all 50 states





### Mitchell Lee

Director of Franchise Development

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### ■ FAST FACTS

**FRANCHISING SINCE:** 2009

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 300

**TOTAL OPERATING UNITS:** 338

**COMPANY OPERATING UNITS:** 36

**CAPITAL INVESTMENT:** \$349,570-  
\$839,690

**FRANCHISE FEE:** \$39,900

**ROYALTY FEE:** \$0 for first six months;  
6% thereafter

**ADVERTISING FEE:** Up to 2%

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** Freestanding,  
inline, endcap and conversions

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



SCAN TO LEARN MORE

## 88% OF OUR FRANCHISEES OWN MULTIPLE UNITS



### ■ OPPORTUNITY DETAILS

Buddy's Home Furnishings is one of the fastest growing rent-to-own franchises in America with a 60-year legacy of proven success. Franchise owners benefit from a 0% royalty fee the first six months and see an average of 25% in free cash flow, which is attributed to a unique recurring revenue model in rent-to-own. Approximately 88% of the company's franchisees are multi-unit owners.

### ■ DEMOGRAPHICS

Buddy's is a rent-to-own retailer that serves an unwavering customer demand for affordable payments on home necessities, which in turn yields recurring revenue for its franchise owners. Primary customers have a household income range of \$35,000-\$75,000 and live in a trade area above 25,000 people. Only 5,000 square feet and five full-time employees are needed to operate a successful store.

### ■ RANKINGS & AWARDS

- 2023 and 2022 Entrepreneur Magazine Franchise 500
- 2023 and 2022 Entrepreneur Magazine Fastest Growing Franchise
- 2023 Franchise Times Top 500
- 2022 Franchise Times Top 400
- 2020 APRO Rental Dealer of the Year

### ■ QUALIFICATIONS

A Buddy's franchise owner must have a minimum net worth of \$500,000 and a minimum liquidity of \$150,000. Buddy's is seeking to grow its franchise family with owners who care about positive company culture, helping their community and scaling their operations into new and existing markets.

### ■ SITE ASSISTANCE

Buddy's has invested more than 60 years in developing proven systems and establishing unmatched support—making it a true “business in a box.” Franchise owners will be able to leverage Buddy's expert guidance in all aspects of owning and operating their franchise, including reviewing potential sites, negotiating leases, overseeing site development and so much more.



**RECURRING REVENUE  
ON EVERY PRODUCT**



**\$12.6 BILLION RENT  
TO OWN INDUSTRY\***



**0% ROYALTY FEE FIRST  
6 MONTHS**



**25% AVERAGE FREE  
CASH FLOW**

\*PER 2022 APRO ANNUAL INDUSTRY HEALTH SURVEY



# dogdrop

**Tyler Burdett**

*Sr Sales Development Representative*

804-592-0320

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www.dogdrop.co/franchise

## ■ OPPORTUNITY DETAILS

Dogdrop is a new kind of dog daycare designed to deliver best in class care and experience to dog parents. Their proprietary software along with their unparalleled training and support makes this the golden franchise opportunity for those looking for a flexible, low-cost business. Don't miss out, join the family today!

## ■ DEMOGRAPHICS

Dogdrop is convenient and flexible dog care inspired by a new generation of dog parents who want a better quality alternative that fits their lifestyle. Our monthly memberships are designed to give urban pet parents more flexible, on-demand access to quality dog care anytime, anywhere, with a brand they can know and trust. Currently targeting urban markets and mixed use properties across the US.



## ■ QUALIFICATIONS

We are seeking customer obsessed franchisees who are well connected in their community and can execute on marketing and manage retail operations. Team management skills are required. Past experience operating a business is preferred but not required!

## ■ SITE ASSISTANCE

Our detailed site selection criteria and GIS demographic mapping will lead you to the best sites in your market and set you up for success. We'll help you find landlords that understand the value of Dogdrop's services to their property and to the local community. Our Design Build Manual and construction support team are there to help you get through every phase of the design-build process.



## ■ FAST FACTS

**FRANCHISING SINCE: 2021**

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS: 0**

**TOTAL OPERATING UNITS: 1**

**COMPANY OPERATING UNITS: 1**

**CAPITAL INVESTMENT:  
\$277K-\$443K**

**FRANCHISE FEE: \$45,000**

**ROYALTY FEE: 7%**

**ADVERTISING FEE: 2%**

**EARNINGS CLAIMS: No**

**BUILD-OUT OPTIONS: 2,000 -  
3,000 sq ft**

**AVAILABLE TERRITORIES: USA/  
International**



**Alex Samios**

Chief Growth Officer

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dogtopia.com



## ■ FAST FACTS

**FRANCHISING SINCE:** 2005**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 110**TOTAL OPERATING UNITS:** 230**COMPANY OPERATING UNITS:** 7**CAPITAL INVESTMENT:** \$688,312 to  
\$1,806,803**FRANCHISE FEE:** \$49,500**ROYALTY FEE:** 7%**ADVERTISING FEE:** 2%**EARNINGS CLAIMS:** Yes**AVAILABLE TERRITORIES:** USA &  
Canada

## ■ OPPORTUNITY DETAILS

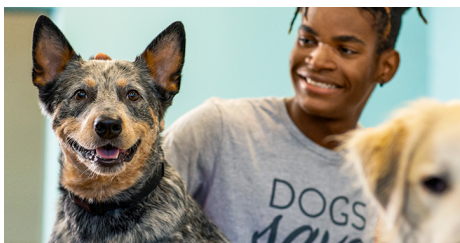
At 230+ locations, Dogtopia is the largest & fastest-growing dog daycare provider. Founded in 2002, Dogtopia's modern & sophisticated approach to dog wellness is leading the pet industry. With 70+ team members at the Support Office to assist franchisees and 22% same-store sales growth in 2022, Dogtopia is well-positioned to continue its rapid growth in the recession-resistant pet industry.

## ■ DEMOGRAPHICS

Dense urban and suburban retail markets in higher household income areas. Strong daytime and residential populations in immediate vicinity with 25,000+ traffic counts.

## ■ RANKINGS &amp; AWARDS

- Largest & Fastest-Growing Dog Daycare Provider
- Entrepreneur's #1 in Pet Category
- Entrepreneur's Franchise 500 - #56
- Entrepreneur's Top Global Franchises #39
- Franchise Times – #39 Fast & Serious List
- Franchise Journal – Top Brands



## ■ QUALIFICATIONS

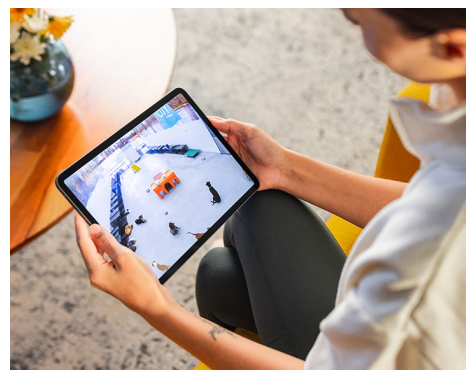
You must meet the following financial requirements to qualify to become a franchise partner with Dogtopia:

- Liquid Capital: \$300,000 or greater
- Net Worth: \$1 million or greater

\*More necessary for Area Developers

## ■ SITE ASSISTANCE

- Three Flexible Models: Urban, Suburban, Light Industrial
- Target Size: 4,500 – 7,000 Square Feet
- Work with National Commercial Real Estate Firm on Site Selection





motel + studio

**Motel 6 & Studio 6 Franchising**

844.456.3633

franchiseopportunities@g6hospitality.com  
g6hospitality.com/franchising

## ■ OPPORTUNITY DETAILS

We've been building success stories since 1962 across our 3 portfolio offerings:

- Motel 6 is for guests staying 1-3 nights who just need a clean, comfortable room.
- Studio 6 Suites is for guests staying 3-7 nights & need a little more amenities than a standard hotel.
- Studio 6 Extended Stay is for guests staying 7+ nights who need more amenities, a full kitchen & weekly rates.

## ■ RANKINGS & AWARDS

Best Budget-Friendly Hotel Brand by USA Today's 10 Best Readers' Choice Awards

## ■ DEMOGRAPHICS

A brand that attracts the budget conscious travelers and the economy mover road warriors looking for a clean comfortable room and an affordable price.

## ■ QUALIFICATIONS

An economy brand designed for a qualified investor looking for a high return on investment through strong revenue performance, lower cost renovations/construction, and a proven business model designed to increase profitability

## ■ SITE ASSISTANCE

- Iconic marketing campaign
- E-Commerce and distribution
- Revenue management support
- National sales team
- Brand performance support
- My6 Frequency Program
- Best in Class Technology Platforms
- Partnerships with select state lodging associations, as well as multiple minority hotel associations
- Access to Owners Advisory & Young Professionals Council members for support and best practices

## ■ FAST FACTS

**FRANCHISING SINCE:** 1962

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 55%

**TOTAL OPERATING UNITS:** 1,400+

**CAPITAL INVESTMENT:** \$236,455 - \$1,550,072 for a conversion  
\$6,485,025 - \$7,945,584 for a new construction

### FRANCHISE FEES:

- Initial Franchise Fee: \$25,000
- Reservation Fee: 1% of gross rooms revenue

**ROYALTY FEE:** 5% of gross rooms revenue

**PROGRAM FEE:** 3% of gross rooms revenue

**BUILD-OUT OPTIONS:** Conversion and new construction opportunities

### AVAILABLE TERRITORIES:

Franchising nationally in US & Canada





# MY SALON Suite®

## Scott Krupa

VP, Franchise Development

214-346-5650

scott.krupa@propelledbrands.com

www.mysalonsuite.com/franchise/



### ■ FAST FACTS

**FRANCHISING SINCE:** 2012

**TOTAL OPERATING UNITS:** 250+

**COMPANY OPERATING UNITS:** 1

**CAPITAL INVESTMENT:** \$1,500,000

**FRANCHISE FEE:** \$50,000

**ROYALTY FEE:** 5.5%

**ADVERTISING FEE:** \$200.00

**EARNINGS CLAIMS:** 94.5% Average  
Accupancy/43.4% EBITA

**AVAILABLE TERRITORIES:**  
Nationwide



### ■ OPPORTUNITY DETAILS

Salon suite franchise opportunities are perfect for entrepreneurially- minded individuals who want to either grow their current business ventures or explore franchising as a business option with Semi-Absentee, Few to no employees, Recession Resistant, and Turnkey Franchise Opportunities.

### ■ DEMOGRAPHICS

Seeking stand alone or anchored shopping center spaces in high end suburbs, single markets, or urban core markets ranging from 5900 sq ft +

### ■ SITE ASSISTANCE

Yes absolutely. MSS uses a company and its national network of brokers to help our franchisees find locations.



### ■ QUALIFICATIONS

- \$500,000 Liquid
- \$1.5 million net worth minimum

### ■ RANKINGS & AWARDS

Featured in Entrepreneur magazine's "Top New Franchise" list, the brand is widely recognized for its rapid expansion and noteworthy success as well as #66 on the Franchise 500 ranking.

Part of the Propelled brands platform with award winning franchise support.







# PET SUPPLIES PLUS®

Franchise Opportunity

**Chris Schultz**

Marketing and Franchise  
Development Support Specialist

734-793-6656

cschultz@petsuppliesplus.com

www.petsuppliesplusfranchising.com

## ■ OPPORTUNITY DETAILS

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 ranked top in category 9 years running
- Ranked #22 overall in the 2023 Entrepreneur Franchise 500 list
- Entrepreneur Top Growth Franchise 3 years running
- Entrepreneur Best of the Best Franchise 3 years running
- Entrepreneur Fastest Growing Franchise 3 years running
- Franchise Business Review Top 50 Most Profitable Franchise (2021, 2022)
- Franchise Times Top 400 Franchise (2021, 2022)
- Franchise Times Fast and Serious 2023

## ■ FAST FACTS

**FRANCHISING SINCE:** 1989

**MULTI-UNIT FRANCHISEE**  
**OPERATING UNITS:** 75 owner entities that have more than one store open and operating

**TOTAL OPERATING UNITS:** 650+

**COMPANY OPERATING UNITS:** ###

**CAPITAL INVESTMENT:** \$454,870-1,524,200

**FRANCHISE FEE:** \$49,900

**ROYALTY FEE:** 3%

**ADVERTISING FEE:** \$3K/mo.

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** We're proud to offer flexible buildout options from 10,000 square feet down to 4,500 square feet.

**AVAILABLE TERRITORIES:** Pet Supplies Plus is looking for Franchise Owners across the U.S. Visit the franchise website to lock in your territory: <https://www.petsuppliesplusfranchising.com/available-territories/>







## Tyler Burdett

Sr Sales Development Representative

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www.petwellfranchise.com



## ■ FAST FACTS

**FRANCHISING SINCE:** 2020

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 12

**TOTAL OPERATING UNITS:** 18

**COMPANY OPERATING UNITS:** 6

**CAPITAL INVESTMENT:** \$204k-\$488k

**FRANCHISE FEE:** \$49,250

**ROYALTY FEE:** 7%

**ADVERTISING FEE:** 1-2%

**EARNINGS CLAIMS:** No

**BUILD-OUT OPTIONS:** 600-1200 sq ft

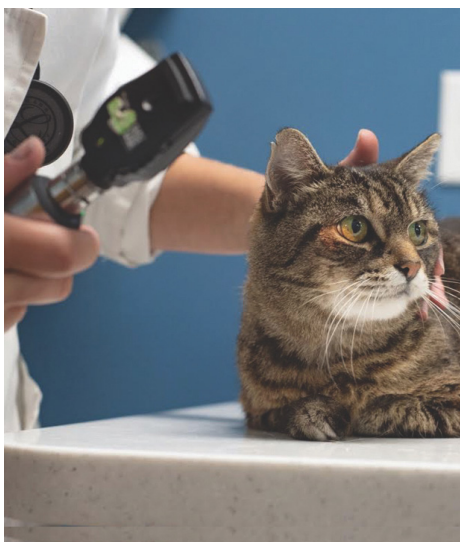
**AVAILABLE TERRITORIES:** USA/  
International

## ■ OPPORTUNITY DETAILS

PetWellClinic® is a first of its kind walk-in veterinary wellness clinic franchise. We are dedicated to providing excellent wellness, preventative, and sick care for dogs and cats on an on-demand basis. There is no need for an appointment and PetWellClinic's technology, design, and operational systems provide customers with a modern day experience in an antiquated industry.

## ■ DEMOGRAPHICS

PetWellClinic provides accessible and convenient petcare to pet families across America. With clinics open in urban and suburban areas across the country, PetWellClinic is awarding territories to franchisees across all major metro areas.



## ■ QUALIFICATIONS

PetWellClinic is seeking franchisees who are focused on providing exceptional operations and customer service. Above all, PetWellClinic franchisees connect with our values of openness, growth, service, community, and kindness. Previous business management/ownership experience is preferred. No veterinary experience required.

## ■ SITE ASSISTANCE

PetWellClinic will help with local brokers, analysis of locations, and final site approval.

## ■ RANKINGS & AWARDS

#136 in Top New Franchises of 2022





**Matthew Hostetler**  
 Chief Development Officer  
 713-576-7426  
[redrooffranchising.com](http://redrooffranchising.com)

## ■ DEMOGRAPHICS

Red Roof Caters to guests who are looking for an affordable stay while not sacrificing a good night's sleep. Our travelers are pet lovers, as pets stay free at all Red Roof hotels. Guests include business travelers, leisure travelers and senior citizens.

## ■ RANKINGS & AWARDS

- #1 in Online Reviews Trip Advisor 2022

## ■ QUALIFICATIONS

Red Roof Inn® and Red Roof PLUS+® have some of the highest Revenue per Available Room in our segment, consistently higher occupancy, and Average Daily Rate, and one of the highest customer satisfaction scores among economy hotels. As a result, the vast majority of franchisees are satisfied with their decision to partner with Red Roof, and would recommend the brand to others.  
 \* 2022 Franchisee Survey

## ■ FAST FACTS

**FRANCHISING SINCE:** 2007

**FRANCHISE FEE:** \$30,000

**ROYALTY FEE:** 4.5% of Gross Room Revenue

**ADVERTISING FEE:** 4.5% of Gross Room Revenue

**EARNINGS CLAIMS:** No

**BUILD-OUT OPTIONS:** Available for new build and conversion

**AVAILABLE TERRITORIES:** Available across the United States







## Julio Botello

New Business Development Specialist

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<https://ownasavealot.com>



### ■ FAST FACTS

**LICENSING SINCE:** 1977

**MULTI-UNIT LICENSEE  
OPERATING UNITS:** 720

**TOTAL OPERATING UNITS:** 850

**COMPANY OPERATING UNITS:** 18

**CAPITAL INVESTMENT:** \$750,000 -  
1,500,000

**FRANCHISE FEE:** None

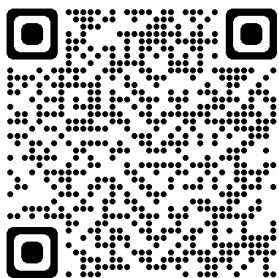
**ROYALTY FEE:** None

**ADVERTISING FEE:** No Standard Fee,  
Licensee Discretion

**NEW STORE INCENTIVE:** \$200,000

**BUILD-OUT OPTIONS:** Retrofit,  
Banner Flip, Ground Up

**AVAILABLE TERRITORIES:** 38 states  
to include the East Coast, Midwest,  
and the South



### ■ OPPORTUNITY DETAILS

Save A Lot offers a standout licensing opportunity that's designed to save you time and resources. We've opened hundreds of stores over the years, so we've designed our model to make it easy to add a Save A Lot grocery store to your portfolio. Our Licensees (Retail Partners) enjoy comprehensive support throughout the entire new store build process, and through many years of store ownership.

### ■ DEMOGRAPHICS

A typical Save A Lot store occupies from 10,000- 20,000 square feet and carries 3,000 stock-keeping units (SKUs). Our store's population demographics reveal:

- Population of at least 35,000 in the primary trade area; 10,000 in rural areas
- Median household incomes of \$50,000 or less
- High percentage of families with children

### ■ \$200,000 NEW STORE INCENTIVE

Each qualified new store will receive the incentive, which will be credited to the Retail Partner statement over a period of 48 months. A portion of the incentive will be provided following store opening and is designed to reduce initial debt associated with the store project.

**Save A Lot is a LICENSED grocery program, not a Franchise.**

### ■ QUALIFICATIONS

- Business owners looking to add a new revenue stream to their portfolio
- Career investors looking to invest in a growing industry
- Grocery store owners in need of a more profitable model
- Grocery store managers ready to take the next step by opening their own stores

### ■ SITE ASSISTANCE

Our team of real estate professionals will help you choose the right location to serve your target customers, by following site selection criteria, utilizing their expert knowledge, implementing time and cost-saving tools, and exercising industry best practices. We'll also provide you with customized store layouts, prototype building plans, connections to contractors, and more!





# A New Era of Franchising Is Here



**THE VITAMIN SHOPPE®**

**Melissa Altmix**

Franchise Development Manager

(551) 946-1407

melissa.altmix@vitaminshoppe.com

www.OwnAVitaminShoppe.com

## ■ OPPORTUNITY DETAILS

After investing decades in building the most trusted brand in health and wellness, The Vitamin Shoppe is now franchising with limited territories available. This global, omnichannel specialty retailer sits prominently in the \$50 billion (and growing!) wellness industry and currently operates 675+ locations.

## ■ RANKINGS & AWARDS

- 2023 Entrepreneur Magazine Franchise 500: Ranked #1 in Category
- 2022 Franchise Times Top 500
- 2022 Beauty Independent Beacon Awards Winner — Game Changing Large Retailer
- 2022 Total Retail #7 in Top 100 Omnichannel Retailers Report
- 2022 Loyalty360 Awards: Gold Winner for Social Impact and CSR
- 2020 Loyalty360 Awards: Gold Winner for Incentive and Reward Design

## ■ QUALIFICATIONS

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

## ■ SITE ASSISTANCE

The Vitamin Shoppe is a hands-on partner for site selection and construction, providing in-person tours and site analysis driven by analytics. The company's in-house team fully designs the store and closely monitors the construction process from day 1 to opening day.

## ■ 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. Factors such as location, population, density, co-tenancy, visibility, parking, traffic, and overall execution are critical to store success.

## ■ FAST FACTS

**FRANCHISING SINCE:** 2021

**TOTAL OPERATING UNITS:** 675

**COMPANY OPERATING UNITS:** 673

**CAPITAL INVESTMENT:** 492,900-\$944,900

**FRANCHISE FEE:** \$39,900

**ROYALTY FEE:** 5%

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

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** Endcap, free standing, or high-visibility locations

**AVAILABLE TERRITORIES:** All states and territories, except Oregon and Washington

# Now Franchising

Only ~~290~~ **234** exclusive territories available!



**SCAN TO LEARN MORE**





## James Franks

Vice President of Franchise Recruiting

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urbanairfranchise.com



## ■ FAST FACTS

**FRANCHISING SINCE:** 2014

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 60%

**TOTAL OPERATING UNITS:** 165

**COMPANY OPERATING UNITS:** 2

**CAPITAL INVESTMENT:** \$3,380,908-  
\$7,242,658

**FRANCHISE FEE:** \$100,000

**ROYALTY FEE:** 7%

**ADVERTISING FEE:** 5%

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** Free Standing,  
Inline, Malls

**AVAILABLE TERRITORIES:**  
Throughout the US and International

## ■ OPPORTUNITY DETAILS

Urban Air is an Indoor Adventure Park, offering attractions and an in-park café to our wide range of guests. Ranked #1 in the Entertainment Category and #98 overall by Entrepreneur Magazine for 2023. In business since 2011 with a proven track record of success, Urban Air is proving to be the investment of choice for prospective investors. Don't miss your opportunity to own and operate the nation's leading family entertainment business.

## ■ DEMOGRAPHICS

When Urban Air studies new locations in a market, our team will study demographic data, using national databases to identify areas that have large clusters of likely customers. This helps us solidify that we have a desired location that can and will thrive. Once potential neighborhoods have been identified, a member of our team ensures that the demographics, lifestyles, and overall patterns of the city fit with an Urban Air park.



## ■ QUALIFICATIONS

\$750,000 Liquid Assets \$1,500,000 Net worth. This is a great opportunity for experienced retail, management, sales & marketing operators. We're looking for individuals who have a heart for hospitality and are business-minded to expand our brand further. These franchises can grow to multiple parks over a relatively shorter period of time.

## ■ SITE ASSISTANCE

Our team is here to help with real estate site selection and design. Locations are carefully chosen to fit the market and demand. Over 70% of our owners are remote so don't worry if there's already an Urban Air in your local community.

## ■ RANKINGS & AWARDS

Entrepreneur Magazine Franchise 500 2023 Ranking: #98 overall, #1 in the Entertainment Category, Franchise Times Top 500.





### Paige Robinson

VP of Franchise Development

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<https://afcfranchising.com/>

## ■ OPPORTUNITY DETAILS

For over 40 years, American Family Care (AFC) has revolutionized urgent and primary care. With more than 300 active locations caring for over 6 million patients a year, AFC offers its franchisees a business that is in high demand with multiple revenue streams. With 194.6% systemwide sales growth from 2019 to 2021, AFC is well-positioned to continue its rapid ascent in the healthcare industry.

## ■ DEMOGRAPHICS

AFC is more than simply an emergency room alternative. Our dynamic model provides a wide range of services including urgent care, accessible primary care, and occupational medicine in an economical manner while improving the healthcare experience. Visible, end-cap sites in dominant neighborhood shopping centers with strong anchors are recommended.

## ■ SITE ASSISTANCE

American Family Care provides multiday training sessions prior to the time of an opening, on-site assistance as initial operations begin and ongoing operational support. Our National vendor partners guide franchisees through the process while they locate the best sites in the selected territory. AFC franchisees can focus on growing relationships in their communities while their business is being built.

## ■ QUALIFICATIONS

Executives seeking a change of pace, experienced investors or small business owners, physicians and advanced practice providers often meet the ideal criteria of an American Family Care franchisee. Qualified applicants are motivated self-starters that are focused and committed to the business while meeting the financial requirements of \$550K in liquidity and 1.2 million in net worth.

## ■ RANKINGS & AWARDS

- Entrepreneur Franchise 500 2013-2022, Ranked #1 in Category 2021, Best of the Best 2022
- Franchise Times Top 500 No. 75
- Franchise Times Fast & Serious 2023
- Fund 885 2022



## ■ FAST FACTS

**FRANCHISING SINCE:** 2013

**MULTI-UNIT FRANCHISEE OPERATING UNITS:** 174

**TOTAL OPERATING UNITS:** 300+

**COMPANY OPERATING UNITS:** 79

**CAPITAL INVESTMENT:** \$1,054,750 - \$1,501,000

**FRANCHISE FEE:** \$60,000

**ROYALTY FEE:** 6%

**ADVERTISING FEE:** 1%

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** 3 Prototype models

**AVAILABLE TERRITORIES:** Territories across 45 states are available.





**Scott Wendrych**  
Chief Development Officer  
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FYZICALfranchise.com



■ FAST FACTS

**FRANCHISING SINCE:** 2013

**MULTI-UNIT FRANCHISEE**  
**OPERATING UNITS:** (54%) 241

**TOTAL OPERATING UNITS:** 500

**COMPANY OPERATING UNITS:** 58

**CAPITAL INVESTMENT:** \$180k - \$473k

**FRANCHISE FEE:** \$49k

**ROYALTY FEE:** 6%

**ADVERTISING FEE:** N/A

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** Single, MUO, Master

**AVAILABLE TERRITORIES:** Franchise opportunities available in 49 States. Not available in NY.

■ OPPORTUNITY DETAILS

No healthcare experience needed! FYZICAL offers an exciting franchise investment opportunity for entrepreneurs who are looking to break into \$50.2 Billion physical therapy industry.

- \$1M Avg. Revenue per Owner Entity
- Small Staff of Professional Employees (not hourly)
- Robust Training, Operational Systems and Support
- Proprietary Balance Paradigm

■ QUALIFICATIONS

- 1 Unit - \$350K net worth/\$100K Liquid
- 2 Unit - \$500K net worth/\$200K Liquid
- 3 Unit - \$650K net worth/\$300K Liquid

■ RANKINGS & AWARDS

2022:

- Entrepreneur | Top Franchises for Less than \$150k
- Entrepreneur | #1 Physical Therapy Franchise
- Inc 5000 | Fastest Growing Private Companies in America
- Franchise Business Review -Top Recession Proof Franchise
- Franchise Business Review -Most Innovative Franchises
- Franchise Business Review -Top Franchise for Veterans

■ DEMOGRAPHICS

Physical therapy services that focus on surgical and injury rehabilitation as well as prevention using a whole-body approach to connect a diagnosis with a customized care plan. We serve a diverse customer base from pediatric to geriatric populations. These services are provided as a complement to our proprietary neurological and vestibular rehabilitation services.

■ SITE ASSISTANCE

Full construction management support. Hands-on site selection process using analytical tools and demographic databases to identify ideal markets and approve sites. Our real estate team guides franchisees in site selection, real estate negotiations and development. We assist with pre-construction services and offer training, guidance and support for a successful opening and operation.





**Patty Crowe**

Director of Franchising

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www.goldfishfranchise.com

## ■ OPPORTUNITY DETAILS

Join a franchise making waves! Entrepreneur's #1 children's fitness franchise, Goldfish Swim School is the country's premier learn-to-swim brand. Lessons are taught by trained instructors in a safe, fun, indoor facility. Annually, nearly 10 million lessons are taught using Goldfish's proprietary Science of SwimPlay®, teaching the life-saving techniques of swimming, as well as self-confidence & courage.

## ■ DEMOGRAPHICS

Goldfish Swim School makes a splash in affluent, family-focused communities across North America. Areas with high densities of children up to 9 years, with household incomes of \$100,000+ are ideal. Our tropical-themed facilities average 6,000-9,000 sq ft & require approximately 80-100 parking spots. As a data-driven franchise, Goldfish has identified territories that are a perfect place to dive in!

## ■ RANKINGS & AWARDS

- 2015-2023 Entrepreneur Franchise 500. #1 in Category.
- 2022 IFA Franchisee of the Year
- 2022 Franchise Times Top 500
- 2021 Inc. 5000 Midwest
- Franchise Business Review: 2023 Top 200 Franchise; 2021 Rock Star Owner, 2021 Top Multi-Unit Franchise
- 2020 & 21 Franchise Update Marketing Innovation Award

## ■ QUALIFICATIONS

We seek qualified multi-unit franchise partners. Owners come from all backgrounds (e.g., finance, sales, healthcare, IT, education, etc.). Our owners are looking to build long-term wealth and have a passion for doing good in their community. \$600,000 in liquid capital and \$1.5MM net worth. Ownership requires active participation in the business along with support of a strong general manager.

## ■ SITE ASSISTANCE

Once awarded, you'll have access to our network of real estate professionals to assist in site selection ensuring your site selection process goes swimmingly! From broker selection to market tours, to lease negotiation & signing, you'll be guided at every step. You'll also have support from the Goldfish Construction & Operations Teams and approved project managers throughout the process, & ongoing facility support.



## ■ FAST FACTS

**FRANCHISING SINCE:** 2009

**MULTI-UNIT FRANCHISEE**

**OPERATING UNITS:** 84.5% of our locations are owned by multi-unit owners

**TOTAL OPERATING UNITS:** 141 open schools

**COMPANY OPERATING UNITS:** 2

**CAPITAL INVESTMENT:** \$1.3MM-\$3.2MM

**FRANCHISE FEE:** \$50,000 for the first school; \$40,000 for the second school and any thereafter as part of an Area Development Agreement

**ROYALTY FEE:** 6% of gross revenue/monthly

**ADVERTISING FEE:** 2% of gross sales/quarterly

**EARNINGS CLAIMS:** See our Item 19

**AVAILABLE TERRITORIES:** Primarily California, Portland, Dallas, Baltimore, Ontario, Ottawa, and Vancouver, B.C.





## Roy Sneed

Vice President, Franchising

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palmbeachtan.com/franchising



## ■ FAST FACTS

**FRANCHISING SINCE:** 2001

**MULTIUNIT FRANCHISEE  
OPERATING UNITS:** 401

**TOTAL OPERATING UNITS:** 402

**COMPANY OPERATING UNITS:** 263

**CAPITAL INVESTMENT:** \$629,857-  
\$931,877

**FRANCHISE FEE:** \$30,000

**ROYALTY FEE:** 4%-6%

**ADVERTISING FEE:** 5.5%

**EARNINGS CLAIMS:** See FDD, Item 19

**BUILD-OUT OPTIONS:** 1,800-3,000  
sq. ft.

**AVAILABLE TERRITORIES:** Numerous  
across the U.S.



## ■ OPPORTUNITY DETAILS

The Palm Beach Tan footprint expanded by 120 locations in 2022. That's a 23% growth, the largest during a single year for PBT. We're growing because we deliver what today's beauty and lifestyle consumers desire: the confidence and empowerment derived from looking and feeling their best. We are the undisputed leader in the indoor tanning industry. But we are much more than a tanning brand. With a full line of our own exclusive Premier Collection® tanning and skincare products, as well as wellness and beauty products and personalized beauty therapies, PBT is a player in the broader beauty industry.

## ■ DEMOGRAPHICS

Demographics play an integral role in the success of a Palm Beach Tan location. We make this site selection criteria available to all of our franchise developers.

## ■ RANKINGS & AWARDS

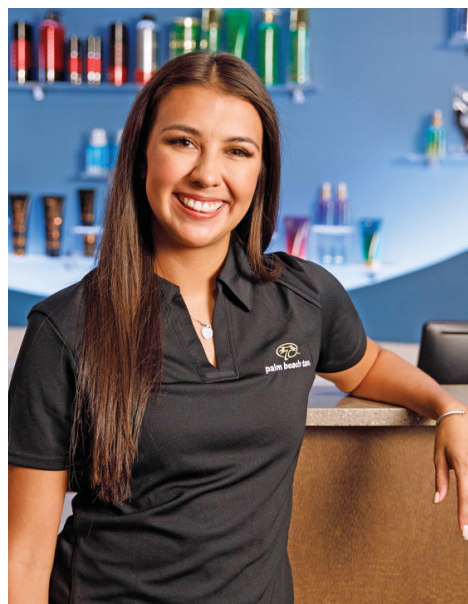
We've ranked in Entrepreneur Magazine's Franchise 500 for the past 13 years and in the top 100 for the last six years. Additionally, we've ranked #1 each year in the "Miscellaneous Personal-Care Businesses" category. We are a founding member of the American Suntanning Association.

## ■ QUALIFICATIONS

Prior operations or ownership experience is preferred. A net worth of \$500k and liquid assets of \$250k are required.

## ■ SITE ASSISTANCE

Palm Beach Tan assists franchisees in the site selection process by connecting franchisees with real estate brokers, conducting visits to evaluate the sites, providing standard LOIs and lease forms and guiding the design and construction process. In addition, the franchisor conducts market analysis using customer demographic profiles and a Palm Beach Tan proprietary tool to identify demographic traits in opportunity trade zones that mirror those found in existing successful salon trade zones.





### Philip Watson

VP of New Business Development

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phenixsalonsuitesfranchising.com

## ■ OPPORTUNITY DETAILS

Phenix Salon Suites is a recession resistant model that offers the chance to directly engage with the future of the salon industry. The company provides lifestyle professionals with their own safe, socially distant and customizable suite. Currently, there are 340 Phenix Salon Suites serving communities worldwide. With a semi-absentee ownership model that offers a flexible time commitment, Phenix gives franchisees the chance to earn passive income and diversify their portfolio.

## ■ DEMOGRAPHICS

Phenix Salon Suite franchisees come from all walks of life. From C-suite professionals, multi-unit restaurant operators, CPA's, to those in restaurants, 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.

## ■ RANKINGS & AWARDS

- Phenix Salon Suites ranked #1 in the salon suites category and #58 overall on Entrepreneur magazine's Franchise 500 list in 2023.
- Phenix Salon Suites has been recognized for 10 straight years on the Entrepreneur Franchise 500 list.
- Phenix Salon Suites has been listed as one of the Fastest Growing Franchises according to Entrepreneur for 9 years.
- The brand also landed on the Franchise Times Top 500 list in 2022.

## ■ QUALIFICATIONS

Phenix Salon Suites is seeking driven franchisees who have a strong working knowledge of commercial real-estate, interested in a semi-absentee ownership model and developing multiple salon suite concepts within a targeted territory. 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 that has a commanding presence worldwide.

## ■ 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.



## ■ FAST FACTS

**FRANCHISING SINCE:** 2012

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 62%

**TOTAL OPERATING UNITS:** 340

**COMPANY OPERATING UNITS:**  
15 corporate owned and operated  
locations

**CAPITAL INVESTMENT:** \$632,364 –  
\$1,165,275

**FRANCHISE FEE:** \$52,500

**ROYALTY FEE:** \$0.33 per square feet

**ADVERTISING FEE:** \$0.06 per square  
feet

**EARNINGS CLAIMS:** See Item 19  
from 2022 FDD

**BUILD-OUT OPTIONS:** Standard  
Salon Suite Complex

- Buildout options for the salon suite complex can range in size averaging between 4,500-6,000 sq. ft. Plans are available for build out options less than 4,500 sq. ft. or larger than 6,000+ sq. ft. if desired.

**AVAILABLE TERRITORIES:** Territories  
across the U.S.





# PURE FITNESS

**Paul Denham**  
*International Development Director*  
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www.purefitness.com/franchise



## ■ FAST FACTS

**FRANCHISING SINCE:** 2021

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 11

**COMPANY OPERATING UNITS:** 550+

**BUILD-OUT OPTIONS:** Flexible footprint solutions - optimized design and construction model for easy application and localization

**AVAILABLE TERRITORIES:** Franchising nation-wide in the US and internationally

## ■ OPPORTUNITY DETAILS

Pure Fitness places technology at the heart of the model to offer affordable, flexible, no commitment monthly memberships and gyms open 24/7 so that members can work out at a time that suits them. We are a US subsidiary of the PureGym Group with over 500 gyms across 6 countries and are committed to inspiring healthier nations by bringing high quality, affordable gyms to everyone, everywhere.

## ■ DEMOGRAPHICS

Our members are all shapes and sizes so we want our community and our goals to reflect that. We're here to help, support and welcome everybody who walks through our doors. We embody an environment where people of all levels feel comfortable and inspired. Here at Pure Fitness everybody is welcome.



## ■ QUALIFICATIONS

We are looking for operators with previous multi-unit experience, net worth of \$2,000,000 and minimum liquidity of \$500,000 who are eager to help people lead healthier lives and are enthusiastic about the Pure Fitness concept.

## ■ SITE ASSISTANCE

When you partner with Pure Fitness, you become part of the family and we will be committed to your success. We provide unrivaled support through our in-house experts to hold your hand every step of the way in your franchise journey, from site selection, design and construction through to opening and trading.





**Frank Soccorsi**

Franchise Development

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www.angrycrabfranchise.com

## ■ OPPORTUNITY DETAILS

Angry Crab Shack specializes in seafood boil with bold Asian-Cajun flavors that are unique to the brand and irresistible to guests. With multiple revenue streams and a proven 2nd generation build-out strategy, Angry Crab Shack provides ample opportunity for Franchise Partners to get the most out of their investment.

## ■ DEMOGRAPHICS

We appeal to a wide array of audiences, with many high-growth markets identified throughout the United States. Currently, our operating restaurants reside in suburban areas that serve a minimum population of 200,000 each. While we are not registered in all states, we are prepared to do so for the right candidates.

## ■ RANKINGS & AWARDS

- 2021 ACE Community Impact Award by Phoenix Business Journal
- 2021 and 2022 Top 50 private companies in Arizona by Phoenix Business Journal
- 2022 15th fastest growing company in Arizona by Phoenix Business Journal



## ■ QUALIFICATIONS

Minimum net worth of \$850,000 which includes \$200,000 in liquid assets. Ideal candidates have experience within the restaurant industry or have a background in management. If you're a seafood lover and are excited about the idea of bringing a unique, one-of-a-kind restaurant concept to your neighborhood, then Angry Crab Shack is the franchise opportunity for you!

## ■ SITE ASSISTANCE

We minimize the initial cost of entry and monthly overhead, which allows us to open new restaurants faster than normal. We focus our search efforts on second and third generation restaurant locations. This allows us to reduce build-out costs by limiting our renovation to décor and signage while utilizing the existing equipment and furnishings. Lower buildout costs and reduced renovation time, combined with a \$4.13M AUV and \$398K average EBITDA, make up Angry Crab Shack's winning formula.



## ■ FAST FACTS

**FRANCHISING SINCE:** 2017

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 9

**TOTAL OPERATING UNITS:** 19

**COMPANY OPERATING UNITS:** 5

**CAPITAL INVESTMENT:** \$411,800 - \$813,200

**FRANCHISE FEE:** \$40,000-\$50,000

**ROYALTY FEE:** 5%

**ADVERTISING FEE:** 1-2%

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** Free standing, inline, end-cap

**AVAILABLE TERRITORIES:** AL, AR, CA, CO, FL, GA, HI, IA, IL, IN, KS, KY, MI, MN, MS, MO, MT, NE, NV, NM, NC, OH, OK, PA, SC, TN, TX, UT, WV, WI, WY





ANOTHER  
**Broken Egg Cafe®**

### Chris Eby

Director of Franchise Sales

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Chris.Eby@anotherbrokenegg.com



## ■ FAST FACTS

**FRANCHISING SINCE:** 2005

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 47

**TOTAL OPERATING UNITS:** 80+

**COMPANY OPERATING UNITS:** 35

**CAPITAL INVESTMENT:** \$847,100-  
\$1,226,000

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

**ROYALTY FEE:** 5% of gross sales

**ADVERTISING FEE:** 1.5% of gross  
sales

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** Our ideal  
restaurant buildout is 3,000-4,000 sq.  
ft. with 400+ sq. ft. of covered patio.  
Endcaps are preferred, but we will  
consider prominent inline and free-  
standing

**AVAILABLE TERRITORIES:** United  
States

## ■ OPPORTUNITY DETAILS

Celebrating indulgence through culinary-driven breakfast, brunch and lunch menu offerings and signature cocktails, Another Broken Egg Cafe® is one of the fastest-growing, daytime-only franchised concepts in the country, with more than 80 locations in 15 states and dozens more in development. A leader in the "NextGen Casual" segment, the brand is well-positioned for expansive growth after implementing several new full bar and culinary initiatives, designed to drive incremental sales and increase profits for individual cafes.

## ■ DEMOGRAPHICS

As the largest, actively franchising, daytime-only restaurant concept, the majority of our existing franchisees with cafés own and operate more than one restaurant, or have plans to open additional locations. Qualified candidates possess the passion needed to deliver the high-quality food and hospitality that Another Broken Egg Cafe is known for, while embracing the systems and processes that are continually innovated and updated to ensure success.

## ■ QUALIFICATIONS

Another Broken Egg Cafe is looking to award franchises to talented operators who have restaurant industry experience and an interest in diversifying their portfolios with the surging breakfast/brunch category.

## ■ SITE ASSISTANCE

Our experienced leadership team knows what it takes to achieve long-term success in one of the fastest-growing segments today. Prior to opening your first cafe, we offer comprehensive site selection assistance that includes field visits and market analysis. With established and strong national product, equipment and distribution vendor contracts, Another Broken Egg Cafe provides owners a blueprint for success, from signing to opening and everything in between.

## ■ RANKINGS & AWARDS

With over 26-years' experience in the daytime cafe category, Another Broken Egg Cafe has been honored with numerous awards and accolades over the years. Most recently, the company was named a "Top Food Franchise" by Entrepreneur Magazine and Franchise Business Review in 2022. FSR magazine named Another Broken Egg Cafe its Breakout Franchise Brand of the Year for 2020, and ranked Another Broken Egg Cafe among its 10 Best Full-Service Restaurant Franchise Deals for 2019.





**Davide Ragosa**

Franchising Director

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www.arbysfranchising.com

## ■ OPPORTUNITY DETAILS

Arby's has carved out a place for itself at the top of the sandwich and QSR segments. As the 2nd largest sandwich brand in the world with an international presence, we offer superior recognition, support, and reach. As a member of Inspire Brands™, you'll have access to the expertise and purchasing power of our family of iconic QSR brands. We Have the Meats®, now you can make the cheddar.

## ■ DEMOGRAPHICS

- 40,000 population density within 2 miles
- Median Household Income of \$55,000
- 20,000 total employees
- GLA (1/2 mile) of 250,000
- Strong site positioning with high visibility and easy access
- Strong surrounding site traffic, retail shopping

## ■ QUALIFICATIONS

- Previous multi-unit experience
- Proven developer of restaurant brands
- Net Worth: \$1,000,000
- Liquidity: \$500,000

## ■ RANKINGS & AWARDS

- 2023 Entrepreneur Franchise 500® #1 in Category
- 2023 Entrepreneur Franchise 500® Top 25 Franchise

## ■ SITE ASSISTANCE

A dedicated real estate team and analytics tools to provide site selection assistance.



## ■ FAST FACTS

**FRANCHISING SINCE:** 1965

**TOTAL OPERATING UNITS:** 3,400

**CAPITAL INVESTMENT:** \$637,950 - \$2,306,000

**FRANCHISE FEE:** \$37,500

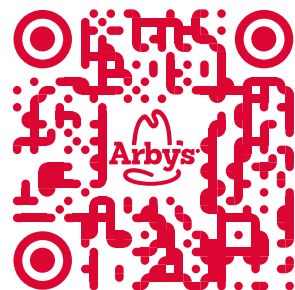
**ROYALTY FEE:** 4% (incentives may apply)

**ADVERTISING FEE:** 4.2%

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** Inline, freestanding, endcap, malls, nontraditional

**AVAILABLE TERRITORIES:** Franchising nationally and internationally







## Franchise Development Team

888-422-3277

Franchise@royalaloha.com

www.Badasscoffeehawaii.com

## ■ FAST FACTS

**FRANCHISING SINCE:** 1995 under prior ownership. New ownership and brand re-launch in 2019

**MULTI-UNIT FRANCHISEE OPERATING UNITS:** 18

**TOTAL OPERATING UNITS:** 31 (20+ new operating units expected in 2023)

**COMPANY OPERATING UNITS:** 1

**CAPITAL INVESTMENT:** \$401,500-\$778,000\*

\*Source: 2022 Bad Ass Coffee of Hawaii FDD

**FRANCHISE FEE:** \$35,000 Initial, \$25,000 subsequent units, \$10,000 Veteran's discount

**ROYALTY FEE:** 5%

**ADVERTISING FEE:** 2%

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** In-line & Endcap w/drive thru unit build-out plans, Free-standing full café with drive-thru building, Free-standing single/double drive-thru with no café, New modular café model being introduced in 2023.

**AVAILABLE TERRITORIES:** Multi-unit development territories available in most major markets with initial focus in Southeast, Southwest, Coastal. Additional development focus in Colorado, Texas & California



## ■ OPPORTUNITY DETAILS

Bad Ass Coffee of Hawaii, the hottest coffee concept in the country, continues to expand nationally with exclusive multi-unit territories now available. With a brand name that drives customers in the door and a craveable beverage & food menu that brings them back along with "must have" branded merchandise, this Hawaiian-inspired brand experience is making waves in desirable coffee segment.

## ■ DEMOGRAPHICS

With a variety of store model types available and designed for different market locations (Café with Drive-Thru, Drive-thru only, In-line/Endcap with Drive-thru, and "Destination" stores) general site criteria include: Proximity to dense populations, schools/colleges, businesses, parks, retail areas. Residential population greater than 25,000. Morning commute side with multiple access points, visible signage and 20,000+ ADT – Drive-thru preferred. Median HHI \$55,000+

## ■ RANKINGS & AWARDS

The brand has received extensive recognition including ranking on QSR's 2023 40/40 List as one of America's hottest emerging fast casual brands, and in QSR's Top 50 – 2022 Contenders List as a brand to watch. Bad Ass Coffee franchise owners are also receiving high praise, as Naples owner, Kristen Williams Haseotes, received the 2023 IFA Franchisee of the Year Award. CEO, Scott Snyder, was also recognized by Automatic Merchandiser as a 2022 Pros to Know award winner for his accomplishments in moving the brand forward.

## ■ QUALIFICATIONS

We are seeking multi-unit franchise partners who have relevant business ownership/management experience, franchise experience preferred, a persistent entrepreneurial spirit, and a strong desire to be a part of a bigger 'ohana (family) that shares premium Hawaiian coffee served with Aloha every day. You must have \$200,000 available in liquid assets and a minimum net worth of \$750,000. Three-store minimum development commitment required.

## ■ SITE ASSISTANCE

Our franchisees benefit from end-to-end support throughout the site selection, lease or purchase execution and construction/build-out process. Our development team will work with your broker or recommend one to assist in identifying sites with strong demographic data that support operational success. Final site approval includes an in-person visit and provided LOI templates assist in the leasing/buying process.





**Joshua Liggins**  
Franchising Director

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## ■ OPPORTUNITY DETAILS

Baskin-Robbins is the world-renowned ice cream franchise fans can't get enough of. Founded in 1945 we were one of the first franchises in food service in the 1950s. Today, we're giving our Franchisees even more to love with flexible store designs, affordable startup costs, outstanding support, and the brand power of one of the most recognized names in the frozen treat segment.

## ■ QUALIFICATIONS

- Food service and/or multi-unit management experience
- Clear understanding of the real estate development process as it relates to franchises
- Liquidity (new shop development): \$100,000
- Net worth (new shop development): \$200,000
- Min. down payment (existing shops): 10% of purchase price
- Liquidity (existing shops): 30% of total selling price (plus cost of remodels due in the next 24 months)

## ■ SITE ASSISTANCE

There is opportunity to open Baskin-Robbins as a traditional shop in freestanding locations and as non-traditional placements (local airport, stadium, or university campus). We provide site selection support and flexible design formats to help you find the perfect place for your franchises. We'll work with you throughout the selection and buildout processes to bring Baskin-Robbins to your market.

## ■ DEMOGRAPHICS

- Prominent end-cap with strong visibility
- Drive-thru locations preferred
- Available exterior patio seating
- Min. 250K SF retail in immediate trade area
- Superior real estate position to competition
- Located in vibrant power center with high level of activity
- Min. 25,000 average daily traffic
- Easy ingress & egress (no more than 2 turns in or out)
- Min. 1 parking stall for every 150 sq. ft.

## ■ RANKINGS & AWARDS

- 2023 Entrepreneur Franchise 500® Top Food Franchise



## ■ FAST FACTS

**FRANCHISING SINCE:** 1950s

**TOTAL OPERATING UNITS:** 7,800

**CAPITAL INVESTMENT:** \$125k+

**FRANCHISE FEE:** \$12,500 – \$25,000

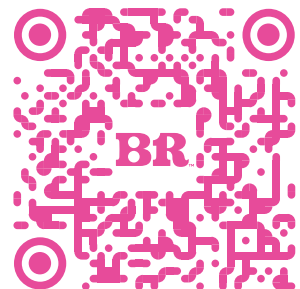
**ROYALTY FEE:** 5.9% (incentives may apply)

**ADVERTISING FEE:** 5%

**EARNINGS CLAIMS:** No

**BUILD-OUT OPTIONS:** Traditional and non-traditional, free standing, in-line, airport and mall locations, colleges & universities, sports stadiums and arenas

**AVAILABLE TERRITORIES:** US, international opportunities







### Aric Osborn

Manager of Development

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## ■ FAST FACTS

**FRANCHISING SINCE:** 2000

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 90 Units,  
33 Franchisees

**TOTAL OPERATING UNITS:** 155

**COMPANY OPERATING UNITS:** 65

**CAPITAL INVESTMENT:** \$1,504,505 -  
\$2,059,010

**FRANCHISE FEE:** \$55,000

**ROYALTY FEE:** 4.5%

**ADVERTISING FEE:** 1%

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** Conversions,  
Ground-Up Freestanding, End Caps  
around 4,500sq. Ft to 6,000sq. Ft

**AVAILABLE TERRITORIES:** Across the  
United States

## ■ OPPORTUNITY DETAILS

Founded in Mt. Shasta, California in 1995 by Bruce Dean and partners Bob and Laurie Manley, Black Bear Diner was born from a desire to bring home-style comfort food classics and personal service back to the dining experience. Now is the perfect time to join the Black Bear Diner family as we expand and continue to see year-after-year expansion.

## ■ RANKINGS & AWARDS

- #470 Franchise 500 2023 – Entrepreneur Magazine
- Next Gen 25, 2022– FSR Magazine
- #377 Franchise 500 2022– Entrepreneur Magazine
- Legacy Brand of the Year 2021 – FSR Magazine
- #40 Fast and Serious 2020 – Franchise Times
- Top Food Franchise 2019 – Entrepreneur Magazine
- Readers Pick's 2019: Industry Leaders – Nation's

## ■ QUALIFICATIONS

We're looking for motivated franchise partners with qualities of previous restaurant ownership or operating partner experience, a passion for our brand and culture, is involved in their local communities, with the ability to mentor and motivate staff. In addition, qualified candidates must have a minimum of \$500,000 liquid capital and a minimum net worth of \$1,500,000.

## ■ SITE ASSISTANCE

When it comes to your site selection, we offer wide-ranging flexibility to our Franchise Partners. We've gained a lot of experience in adapting Black Bear Diners to many different footprints. This keeps the investment low, while maximizing the Black Bear Diner concept at your location. We offer support in the selection, design, and construction processes, to help you open smoothly and quickly.







**Amanda Millikan**

VP, Development

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## ■ OPPORTUNITY DETAILS

Bonchon, meaning “my hometown” in Korean, is an internationally recognized restaurant concept known for its signature Korean fried chicken. It’s “love at first crunch” for both franchisees and customers when they taste the brand’s world-famous fried chicken. The menu is filled with traditional Korean favorites and familiar Pan Asian dishes. With a 21% five-year growth rate, multi-unit operators have placed a high priority on adding the concept into their portfolios.



## ■ RANKINGS & AWARDS

Bonchon has earned widespread attention within the industry – it was recognized by Business Insider as “the gold standard for fried chicken” as well as included on Nation’s Restaurant News 2022 “Top 500 Restaurants”, Fast Casual Magazine’s 2022 “Top 100 Movers & Shakers” and Entrepreneur’s 2022 “Franchise 500”, “Fastest Growing Franchises”, “Top Food Franchise” and “Top Global Franchise” lists.

## ■ QUALIFICATIONS

A “crunch-worthy” candidate for Bonchon franchise ownership has prior restaurant experience, is eager to start their own business, dedicated to operational excellence and deeply committed to customer service and product quality. In addition, qualified candidates must have minimum liquid assets of \$250,000+ and a minimum net worth of \$700,000.

## ■ SITE ASSISTANCE

Bonchon’s real estate team understands the importance of the site selection process which is why franchisees receive support every step of the way. Franchisees are provided with a detailed site criteria checklist and accompanied to perform site review and approval ensuring the right location is selected. After site approval, the franchisee is assigned a New Restaurant Opening Concierge to assist with the entire process through construction, training, local market planning and grand opening support.



## ■ FAST FACTS

**FRANCHISING SINCE: 2006**

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS: 45%**

**TOTAL OPERATING UNITS: 120 in the  
U.S., 400 globally**

**COMPANY OPERATING UNITS: 5**

**CAPITAL INVESTMENT: \$483,245 -  
\$1,187,229**

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

**ROYALTY FEE: 5%**

**ADVERTISING FEE: 1.5%**

**EARNINGS CLAIMS: Yes**

**BUILD-OUT OPTIONS: Fast Casual,  
Full Dine-In and Food Court**

**AVAILABLE TERRITORIES:  
Availability in every U.S. state**



## Valerie Mccartney

VP Franchise Sales & Development

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## ■ FAST FACTS

**FRANCHISING SINCE:** 2010

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 35

**TOTAL OPERATING UNITS:** 36

**COMPANY OPERATING UNITS:** 1

**CAPITAL INVESTMENT:** \$750k-1.2 mil

**FRANCHISE FEE:** \$35,000

**ROYALTY FEE:** 4%

**ADVERTISING FEE:** 1%

**EARNINGS CLAIMS:** Yes; \$2.2 mil average AUV (all stores)

**BUILD-OUT OPTIONS:** End caps, free-standing, 2nd gen/conversions

**AVAILABLE TERRITORIES:** Major metro areas (except San Diego, CA; Las Vegas, NV; Phoenix, AZ; Dallas, TX)

## ■ OPPORTUNITY DETAILS

Breakfast, brunch and lunch featuring classic favorites with signature dishes and specialty cocktails that bring guests back week after week. Thirteen years franchising with the same ownership.

## ■ BENEFITS

- \$2.2MM average AUV (on ALL stores, not just the top quartile)
- High sales to cap ratio
- 8-hour operating day - lower turnover than other restaurant segments
- Daytime hours – no late night calls
- Real estate flexibility - end caps, freestanding and second gen/ conversions
- Landlord friendly – shopping centers aren't oversaturated with breakfast brands
- Major metro, desirable territories still available

## ■ QUALIFICATIONS

- Experienced, multi-unit restaurant or retail operators
- 3-store minimum (built over 3.5 years)
- \$500k liquidity
- \$1.5MM minimum net worth





# \$2.2 MM AVERAGE AUV\*

(all stores... not just  
the top quartile)





\*average of all stores open full year 2021.2023 FDD (with 2022 figures) released after printing of this directory.





**Corey Quinlan**  
Franchising Director

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## ■ OPPORTUNITY DETAILS

Buffalo Wild Wings is turning game time into stories worth telling with immersive restaurant designs, best-in-class bar food & drink, and innovative sports-watching experiences. As a part of the Inspire Brands™ family, you'll benefit from our powerful reach with \$27B in system-wide sales and franchise operations in 16 countries, giving you superior purchasing power for a legendary franchise.

## ■ DEMOGRAPHICS

### Regular market demos:

- Multiple casual dining offerings and big-box retailers
- Daytime population of 55,000 in a 3-mile radius
- Median household income of \$60,000
- Major retailers, good visibility from the main road and signage

### Small market demos:

- Populations of 25,000+ within 7-10 mile radius
- Median household income of \$40,000
- Regional retail

## ■ QUALIFICATIONS

- Previous multi-unit experience, preferably in the restaurant industry
- Minimum Net Worth: \$1,500,000
- Minimum Liquidity: \$750,000
- 2-unit development requirement

## ■ SITE ASSISTANCE

A dedicated real estate team and analytics tools to provide site selection assistance.

## ■ RANKINGS & AWARDS

- 2022 Entrepreneur Franchise 500® Top Food Franchise



## ■ FAST FACTS

**FRANCHISING SINCE:** 1982

**TOTAL OPERATING UNITS:** 1,193

**CAPITAL INVESTMENT:** \$750,000+

**FRANCHISE FEE:** \$25,000

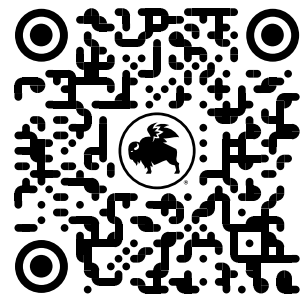
**ROYALTY FEE:** 5% (incentives may apply)

**ADVERTISING FEE:** 3.25%

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** Inline, freestanding, endcap, malls, non-traditional locations

**AVAILABLE TERRITORIES:** Franchising nationally and internationally





**Checkers****Rally's****Robert Bhagwandat***Sr. Director of Franchise Development*

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## ■ FAST FACTS

**FRANCHISING SINCE:** 1999**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 554**TOTAL OPERATING UNITS:** 809**COMPANY OPERATING UNITS:** 255**CAPITAL INVESTMENT:** \$790,797 to  
\$2,368,316**FRANCHISE FEE:** \$30,000**ROYALTY FEE:** 4%**ADVERTISING FEE:** 4.5%**EARNINGS CLAIMS:** No**BUILD-OUT OPTIONS:** Free standing  
and modular**AVAILABLE TERRITORIES:** Markets  
available in several states

## ■ OPPORTUNITY DETAILS

Checkers & Rally's metrics-driven management style can help improve profitability for our franchisees by developing efficiencies across the business model. Our updated design, small real estate footprint, double drive thru, e-commerce lane and no dining room offer shorter development timelines. A great way to grow within an established brand, in areas that are not saturate.

## ■ DEMOGRAPHICS

Demographic requirements are a population of 10,000 within a 1 mile radius with a daytime population of 5,000. Site size minimum of 120' frontage x 178' depth. Open to sharing real estate with a noncompeting brand. Trade area drives include high employment and leisure destinations within the territory, value brand retails, shopping centers with a big box retailer or grocery stores as anchors.

## ■ RANKINGS &amp; AWARDS

Checkers & Rally's is consistently ranked high in innovation, franchisee and guest satisfaction. Awards we recieved this year:

- Franchise Rockstar by Franchise Business Review 2023
- Franchise Times Top 200 for 2023
- Entrepreneur Franchise 500 for 2023
- QSR Top 500 for 2022

## ■ QUALIFICATIONS

Checkers & Rally's is looking for owners with recent QSR experience, that have minimum liquid assets of \$250,000 and a net worth of \$750,000. Franchisees of noncompeting brands with single or multi-unit operations experience preferred.

## ■ SITE ASSISTANCE

Our Real Estate and Construction Team supports our franchisees with broker identification, site selection and review, approval through site committee, property control, and all areas of construction to facilitate restaurant openings. They will look to demographic studies, financial analytics, trade area and site characteristic data to assist the franchisee in making their decision on a property.





**Tina Gantz**

VP of Franchise Development

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franchising@districttaco.com

franchising.districttaco.com

## ■ OPPORTUNITY DETAILS

A leader in authentic Mexican food, District Taco is a tech-forward, innovative brand serving the freshest ingredients with our signature flavors, inspired by our Co-Founder's family recipes from Yucatán. A competitive investment model, impressive AUVs, proprietary technology platform, and experienced management team with decades of franchise experience make this a truly unique opportunity!

## ■ DEMOGRAPHICS

Please note demographic characteristics and household incomes can vary significantly between markets. Residential population of 30,000. Daytime population of 45,000. Total households 10,000. Median household income \$90,000. Sites should have 30+ parking spaces, Average Daily Traffic of 25,000, direct and easy access and high visibility from the primary road or project parking.

## ■ RANKINGS & AWARDS

District Taco received QSR Magazine's 40/40 award for 2023. This award is reserved for brands with fewer than 40 locations that QSR believes "can be the next big thing." We agree, and so do our franchisees! Two have signed 10-unit development agreements. And an existing franchisee with a 5-unit development agreement just signed a new 40-unit agreement in another market.

## ■ QUALIFICATIONS

District Taco wants to partner with experienced multi-unit restaurant operators who have a passion for serving high-quality, fresh foods with exceptional customer service. Qualified candidates will be able to enter into a minimum five-unit development agreement, have access to at least \$1,000,000 liquid capital, and a minimum net worth of \$5,000,000.

## ■ SITE ASSISTANCE

Training begins with site selection support and detailed market analytics. We work with you and your broker to guide you through site selection and acquisition, design and construction, equipment orders and signage. Preferred site will be an approximately 2,250 SF end-cap or freestanding building. Patio for outdoor seating preferred but not required. In-line stores will have a minimum of 30' frontage.



## ■ FAST FACTS

**FRANCHISING SINCE:** 2021

**MULTI-UNIT FRANCHISEE**  
**OPERATING UNITS:** 70 total units in development; first 2 locations opening in Q2'23

**COMPANY OPERATING UNITS:** 14

**CAPITAL INVESTMENT:** \$798,750 - \$1,667,750

**FRANCHISE FEE:** \$25,000 & Development Fee \$50,000

**ROYALTY FEE:** 6%

**ADVERTISING FEE:** 2%

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** End cap or free standing preferred. Outdoor seating where possible.

**AVAILABLE TERRITORIES:** DE, FL, GA, KY, MD, MI, NC, NJ, NY, OH, PA, SC, TN, VA, WV





# DONATOS<sup>®</sup> PIZZA

## Eric Brown

Director of Franchise Development

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donatospizzafranchise.com



## ■ FAST FACTS

**FRANCHISING SINCE:** 1991

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 80%

**TOTAL OPERATING UNITS:** 475+

**COMPANY OPERATING UNITS:** 52

**CAPITAL INVESTMENT:** \$445k to 965k

**FRANCHISE FEE:** \$30,000

**ROYALTY FEE:** 4%

**ADVERTISING FEE:** 4%

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** End cap w/  
drive through, inline, endcap

**AVAILABLE TERRITORIES:** LA, MS,  
AL, FL, GA, AK, TN, SC, NC, MO, IL, IN,  
KY, OH, WV, VA, MD, PA, MN, WI, NJ

## ■ OPPORTUNITY DETAILS

Donatos is the #1 premium brand of delivered pizza. With an AUV among the highest in the industry of over \$1.29M, an ROI that rivals any competitor and thousands of available trade areas, there has never been a more exciting time to invest in a proven concept and grow. From pizzas loaded Edge to Edge<sup>®</sup> with abundant toppings to prominent restaurant locations with cool designs, your customers will be your best brand advocates.

## ■ DEMOGRAPHICS

Donatos demographics require 1800 to 2000 sq feet locations (pick up window preferred) with population density in premium locations and strip centers with strong neighborhood retail.

## ■ SITE ASSISTANCE

Donatos will provide support that includes real estate, design and construction guidelines.

## ■ QUALIFICATIONS

- Willing to grow and commit to multiple locations with a premium brand
- Financial requirements consist of a minimum of 200k liquid capital and 1M in net worth
- Past management and/or restaurant experience, including P&L management and a commitment to local marketing

## ■ RANKINGS & AWARDS

Donatos has been included on the Entrepreneur Franchise 500, Franchise Times Zor Awards and Franchise Business Review's Franchisee Satisfaction Awards

Proud member of PMQ's Pizza Hall of Fame!







# DUNKIN'

**Joshua Liggins**

Franchising Director

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## ■ OPPORTUNITY DETAILS

Dunkin' is a top retailer of hot and iced coffee by the cup, as well as one of the largest coffee and baked goods chains in the world. With more than 10,000 locations in more than 60 countries worldwide, we're looking for exceptional franchise candidates to bring the fun of Dunkin' to guests in their markets.

## ■ DEMOGRAPHICS

- Min. 20,000 average daily traffic
- Superior real estate position to competition
- AM side of the road
- Drive-thru
- Strong pedestrian visibility
- Strong vehicular visibility, prototypical signage and no obstructions that may impact customer reaction time
- Easy ingress & egress (no more than 2 turns in/out)
- Min. of 1 parking space for each table with a min. of 18 seats (suburban/rural)

## ■ QUALIFICATIONS

Requirements vary by market

- Minimum Liquidity: \$250,000
- Minimum Net Worth: \$500,000

## ■ RANKINGS & AWARDS

- 2023 Entrepreneur Franchise 500® #1 in Category
- 2023 Entrepreneur Franchise 500® Top 5 Franchise

## ■ SITE ASSISTANCE

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



## ■ FAST FACTS

**FRANCHISING SINCE:** 1955

**TOTAL OPERATING UNITS:** 12,800+

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

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

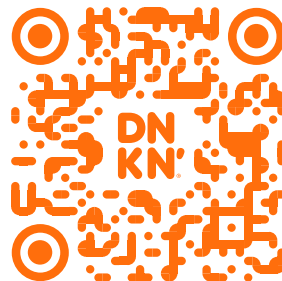
**ROYALTY FEE:** 5.9% (incentives may apply)

**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





## Kade Mackey

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### ■ FAST FACTS

**FRANCHISING SINCE:** 1995

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 357

**TOTAL OPERATING UNITS:** 700

**CAPITAL INVESTMENT:** \$550,000  
to \$935,850\* Investment for new  
prototype \$550,000 to \$650,000

**FRANCHISE FEE:** \$35,000

**ROYALTY FEE:** 5% of gross sales

**ADVERTISING FEE:** 4% of gross sales

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** 1200 – 1800  
sq ft. freestanding, inline and endcap  
options with or without drive-thrus  
and optional dining rooms

**AVAILABLE TERRITORIES:** Einstein  
Bros. Bagels has a variety of exciting  
opportunities across the US

### ■ OPPORTUNITY DETAILS

Einstein Bros. Bagels (EBB) is proud to be the largest fast casual bagel brand in America as well as a top franchise in the breakfast category. The top breakfast brand has a newly refreshed franchising initiative with a focus on growth through traditional and nontraditional development with experienced multi-unit operators. Aside from strong fan affinity, Einstein Bros Bagels also provides qualified investors an attractive, scalable business model with three available footprints – Freestanding, inline and endcap.

### ■ DEMOGRAPHICS

Einstein Bros. Bagels looks for sites with good ingress and egress in densely populated areas near high volume retail centers. With traffic counts between 35,000 – 45,000 cars a day.

### ■ RANKINGS & AWARDS

The Einstein Bros. Bagels brand has been recognized as a leading brand by industry outlets like *Franchise Times*. Part of the publication's 2022 Top 500 Franchise brands, the *Franchise Times* Top 500 is the only ranking by systemwide sales and units of the largest 500 U.S.-based franchise brands. As the largest bagel retailer in America, Einstein provides franchisees with a flexible and scalable franchise opportunity with a lower investment to help accelerate franchise growth.

### ■ QUALIFICATIONS

Einstein Bros. Bagels is seeking exceptional multi-unit operators with the infrastructure to develop multiple locations over time. We require our candidates to have the following financial resources: minimum liquidity of \$1.5 million and net worth of \$10 million with a minimum development commitment of five stores. Ideal candidates should also have experience in restaurant operations, knowledge of their market and a passion and infrastructure to grow with a leading brand in the breakfast category.

### ■ SITE ASSISTANCE

Prior to opening, Einstein Bros. Bagels provides its franchisees with site selection support. Once the site is identified, the design team provides test fits and other preconstruction support. Four weeks of personalized and comprehensive in-store training is provided, and a regional support manager is assigned to provide ongoing operations support.







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www.fordsgarageusa.com/franchise

### ■ OPPORTUNITY DETAILS

One-of-a-kind opportunity to franchise the only restaurant brand that's an official licensee of Ford Motor Company. Our vibe is unparalleled, the perfect family-friendly environment to enjoy our hand-crafted American fare in our nostalgic 1920's themed garage.



### ■ DEMOGRAPHICS

Prospective new franchisees would preferably be multi-unit developers and experienced owners or franchisees, with full-service restaurant and full-service liquor, beer and wine service.

### ■ RANKINGS & AWARDS

#412 Top 500 Franchises

### ■ SITE ASSISTANCE

Icon Restaurant Group offers site assistance.

### ■ QUALIFICATIONS

Minimum requirement for qualified investors - \$1.75M equity, \$5.7M net worth

### ■ FAST FACTS

**FRANCHISING SINCE:** 2016

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 5

**TOTAL OPERATING UNITS:** 23

**COMPANY OPERATING UNITS:** 0

**CAPITAL INVESTMENT:** \$3.5M-\$6M

**FRANCHISE FEE:** \$70,000

**ROYALTY FEE:** 6%

**ADVERTISING FEE:** 1.5%

**BUILD-OUT OPTIONS:** Ground up, in line, second generation

**AVAILABLE TERRITORIES:** 42 states







## Joyce Bunn

Franchise Development Director

919-819-1813

jbunn@GoldenCorral.net

www.goldencorral.com/franchise



### ■ FAST FACTS

**FRANCHISING SINCE:** 1987

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 69.6%

**TOTAL OPERATING UNITS:** 360+

**COMPANY OPERATING UNITS:** 4

**CAPITAL INVESTMENT:** \$2,700,795–  
\$7,037,915

**FRANCHISE FEE:** \$50,000

**ROYALTY FEE:** 4% of gross sales

**ADVERTISING FEE:** 2.4% of gross  
sales minimum

**EARNINGS CLAIMS:** No

**BUILD-OUT OPTIONS:** For a standard  
market: 10,400 sq. ft. For smaller  
markets, we'd suggest between  
8,500-8,900 sq. ft. Free-standing,  
conversion and in-line locations  
available.

**AVAILABLE TERRITORIES:** North  
America

### ■ OPPORTUNITY DETAILS

Take advantage of our limited-time franchise development incentive program and add our iconic buffet concept to your portfolio in 2023. Our franchise incentive provides a unique benefit to operators by giving a cash rebate applied to your food service provider invoice equal to 3% of year-one sales; 2% of year-two sales and 1% of year-three sales, providing an opening marketing credit and covering manager-training expenses. Whether you are venturing into restaurant ownership for the first time or an industry veteran, Golden Corral provides tried-and-true value and an experienced support team to new and existing franchisees.

### ■ RANKINGS & AWARDS

As a top five dining concept in the full service restaurant category in the 2023 Entrepreneur Franchise 500 rankings, Golden Corral has premier brand equity in the restaurant landscape. Along with that brand equity, Golden Corral also achieved a Top 50 ranking for franchisee satisfaction from Franchise Business Review. We bring our wholesome menu and family-friendly atmosphere to markets across the country, along with a thorough support system to ensure our franchisees have a great franchise experience. Don't miss this golden opportunity with "premier unlimited buffet concept" where delicious food and family-friendly hospitality are our bread and butter!

### ■ QUALIFICATIONS

Is this the golden opportunity for you? Golden Corral takes all the necessary steps to ensure franchisees are prepared in the opening process. Franchisees should themselves or their partnership have a net worth of \$2.5 million with at least \$500,000 liquidity. Ideal candidates should have full-service restaurant operations experience, and want the opportunity to grow with an innovative brand. We are open to franchisee teams that together meet all the requirements.

### ■ SITE ASSISTANCE

Golden Corral welcomes the opportunity to help new and existing franchisees grow with the brand. Our in-house real estate analysis and Real Estate Director helps ease the process of identifying markets and sites for restaurants. After site selection, franchisees start our integrated management training and hiring program, which covers topics like daily restaurant management and operations. At every part of the process, we are here to help create the winning formula for your new location.

### ■ DEMOGRAPHICS

Golden Corral franchisees come from a variety of business backgrounds. While the majority of our franchisees have specific restaurant operations experience, they all have strong business acumen, possess the desire to follow a proven model and align with Golden Corral's values and culture.



### Kat Davidson

VP Franchise Development

678-485-8413

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www.happyjoes.com

## ■ OPPORTUNITY DETAILS

Unique eatertainment venue combining a true dining experience and family-friendly fun center. Extremely lucrative delivery and carryout service all under one roof. Supports all day parts with a proven business model of over 50 years, AV of 1.5m with consistent sales increases of up to 15% year after year

## ■ DEMOGRAPHICS

We thrive in areas that have children between ages 5 and 14. Once you are a franchisee, Happy Joe's will assist in locating the perfect place for your locations. Happy Joe's Pizza is "THE" place children make an emotional connection the brand that lasts a lifetime and passes from one generation to the next.

## ■ RANKINGS & AWARDS

- QSR Top 50
- Nations Restaurant News Top 500
- Franchise Times Top 400
- Pizza Marketplace Top 100 Movers and Shakers
- 2022 Pizza Hall of Fame Inductee

## ■ QUALIFICATIONS

- Business Experience
- Credit Score 700+ and ability to acquire a business loan
- \$250K liquid assets
- \$500K net worth

## ■ SITE ASSISTANCE

Happy Joe's will assist you in site selection and gives final approval on all sites.



## ■ FAST FACTS

**FRANCHISING SINCE:** 1972

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 8

**TOTAL OPERATING UNITS:** 52

**COMPANY OPERATING UNITS:** 3

**CAPITAL INVESTMENT:** \$498K-\$1.2

**FRANCHISE FEE:** \$30,000

**ROYALTY FEE:** 6%

**ADVERTISING FEE:** 2%

**EARNINGS CLAIMS:** Yes/No

**BUILD-OUT OPTIONS:** Full service  
and Delivery-Takeout

**AVAILABLE TERRITORIES:** Most of  
U.S. (minus midwest) available



# HOOTERS®

Celebrating *40 years* Since 1983

## Michelle Sudovich

Franchise Sales & Development

720-940-3441

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www.hooters.com/franchising



### ■ FAST FACTS

**FRANCHISING SINCE:** 1983

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 10 Multi-Unit Franchisees

**TOTAL OPERATING UNITS:** 370

**COMPANY OPERATING UNITS:** 197

**CAPITAL INVESTMENT:** \$2,748,300 - \$4,100,00

**FRANCHISE FEE:** \$75,000

**ROYALTY FEE:** 5%

**ADVERTISING FEE:** 2.0%

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** Conversions, In-Line, Freestanding, End Caps

**AVAILABLE TERRITORIES:** USA and International

**Scan me!**



**for our 40th anniversary  
new Franchisee  
incentive for 2023!**

### ■ OPPORTUNITY DETAILS

With 370 locations in 35 states and 18 countries worldwide, Hooters is celebrating its 40th anniversary of fun and success by extending 40 weeks of free royalties when you join our legacy brand in 2023.



### ■ DEMOGRAPHICS

A minimum population of 100,000 in the immediate trade area surrounding the site, with a daytime population of at least 15,000. The area should also have an average median income of at least \$50,000. The site should have an excellent tenant base, visibility to traffic patterns, and signage opportunities. The minimum building size should be 3,000 square feet, however, we have flexible designs and second generation conversion plans. The ideal location size is around 5,000 square feet.

### ■ QUALIFICATIONS

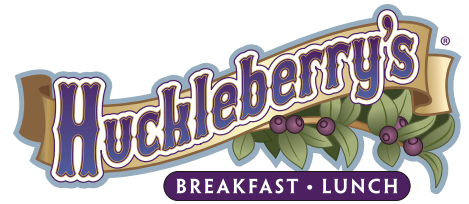
We are seeking bold candidates who are passionate about Hooters and want to bring a fun and memorable experience to their communities. Candidates should have years of restaurant industry experience or a partner that does. Our operation is not complex, our kitchens are simple, so full-service restaurant experience is not required. Our minimum financial requirements are a net worth requirement of \$2,500,000 and a liquidity of \$1,500,000.

### ■ SITE ASSISTANCE

The Franchise Development Team is your first point of contact with Hooters. They will assist you with the territory to be developed, the number of restaurants to be developed, site review, plan development, and help you through the entire process from your first call to us to your first customer coming into your new Hooters restaurant!







**Reem Fahoum**  
VP of Marketing

559-300-8006

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www.Huckleberrys.com

## ■ OPPORTUNITY DETAILS

There's NO PLACE like Huck's! Own a franchise that takes you to the "Bay-out" every morning and gets you home for dinner every night! We are a fast growing breakfast/lunch concept with a one-shift operation. Operating hours are 7am-3pm. Who's your Huckleberry? We Are!



## ■ DEMOGRAPHICS

Preferred daytime population of 20k within 1 mile and 100k within 3 miles. \$75k median household income. Strong daytime retail presence on busy thoroughfare. We have developed a comprehensive site modeling "score-card" based on the demographic traits of our highest volume restaurants to aid potential franchisees with site selection.

## ■ RANKINGS & AWARDS

- "Future 50" - Restaurant Business Online
- "FSR NextGen 25" - FSR Magazine
- "Top 500" Franchise Times
- Numerous local awards.

## ■ QUALIFICATIONS

Liquid capital of \$350,000; Net Worth of \$750,000; Multi-Unit Restaurant experience preferred but not required as we have the ability to pair you up with a qualified operator.

## ■ SITE ASSISTANCE

We partner with a national real estate company to work side by side with potential franchisees in order to give the most viable options possible in a given marketplace. Our experienced architect can effectively turn any space (inline, endcap or free standing) into the unique atmosphere that is Huckleberry's! Heritage Restaurant Brands representatives personally visit each potential site for guidance.



## ■ FAST FACTS

**FRANCHISING SINCE:** 2008

**MULTI-UNIT FRANCHISEE OPERATING UNITS:** 27

**TOTAL OPERATING UNITS:** 31

**COMPANY OPERATING UNITS:** 1

**CAPITAL INVESTMENT:** \$342k - 1.5M

**FRANCHISE FEE:** \$35k

**ROYALTY FEE:** 6%

**ADVERTISING FEE:** 0

**EARNINGS CLAIMS:** AUV over 2M (7am-3pm)

**BUILD-OUT OPTIONS:** 3,500-4,500 Square ft with flexible site options.

**AVAILABLE TERRITORIES:** Multi-Unit territories available throughout the U.S.





## Steve Clough

Director of Development

scclough@hungryhowies.com

franchising.hungryhowies.com

### ■ FAST FACTS

**FRANCHISING SINCE:** 1983

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 437

**TOTAL OPERATING UNITS:** 530

**COMPANY OPERATING UNITS:** 33

**CAPITAL INVESTMENT:** \$349,505 to \$527,191

**FRANCHISE FEE:** \$25,000

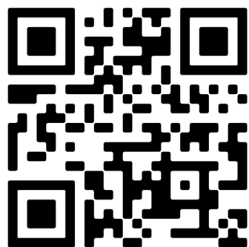
**ROYALTY FEE:** 5.5%

**ADVERTISING FEE:** 7%

**EARNINGS CLAIMS:** No

**BUILD-OUT OPTIONS:** Free standing w/ drive through, inline, endcap.

**AVAILABLE TERRITORIES:** AL, AR, AZ, CO, DE, GA, IN, KY, LA, MI, MS, NV, NC, OH, OK, PA, SC, TN, TX, UT, WV



### ■ OPPORTUNITY DETAILS

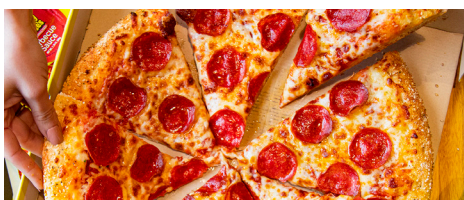
Since its humble beginnings in 1973 as a hamburger stand turned takeout and delivery pizzeria in the Detroit suburb of Taylor, Hungry Howie's has become a top pizza franchise. With more than 530 stores in 21 states, the pizza brand aims to expand its national footprint by signing at least 10 more franchisees and grow store count by 10% in 2023.

### ■ SITE ASSISTANCE

We utilize a proprietary market planning tools along with decades of experience to understand where and when stores should be built in a market. Hungry Howie's Real Estate Team works hand in hand with franchisees to locate the best location for a store and advises on lease negotiations. Our experienced construction team works with the general contractors and franchisee to ensure stores are built efficiently and on time.

### ■ DEMOGRAPHICS

Who doesn't like pizza? While just about everyone eats pizza, there are certainly customer segments that have a higher propensity to order our products. Families with kids, young professionals, renters, and gamers are just a few of the customer segments we service. We also cater to businesses, schools and hotels.



### ■ QUALIFICATIONS

- Previous franchise or restaurant management experience preferred
- Owner / Operator
- \$200,000 liquid assets
- \$750,000 net worth
- Credit score above 700
- Financing for up to \$500,000

### ■ RANKINGS & AWARDS

Consistently ranked as one of the Top 10 Pizza Chains.





## Manny Packing

Executive Director, Development

manny.packing@ihop.com

### ■ OPPORTUNITY DETAILS

IHOP® began making people smile in 1958, opening our 1st location in Toluca Lake, CA. Since then, it's been the popular place where guests can enjoy classic favorites and craveable menu innovations any time of day.

Franchising since 1960, with approximately 1,670 locations in the U.S. and more abroad, we have opportunities for development in select domestic markets, varied venues, and internationally, for qualified multi-unit operators with a passion for our brand and the restaurant industry.

### ■ DEMOGRAPHICS

Our preferred locations are near dense retail trade areas, hotels, popular attractions, and in non-traditional venues. The minimum population should be between 25,000-50,000 within 3 miles and 80,000-150,000 within 5 miles. The area should have a traffic count of greater than 28,000 average daily traffic, or daily average freeway traffic of greater than 60,000. For non-traditional venues, the demographics will vary upon the venue.

### ■ RANKINGS & AWARDS

Franchise Times Top 500, Nation's Restaurant News MenuMasters, PR Platinum Community Relations, Nation's Restaurant News Marketing Creator, PR Week Best Viral Campaign, BASES Restaurants Menu Innovation Awards, Sabre Awards Product Media Relations Award, PR Week Best Promotional Event

### ■ QUALIFICATIONS

If you have an operating/business background in the restaurant industry, the IHOP development opportunity may be for you. Our minimum financial requirements are \$500K liquidity and \$1.5M net worth. Passion for our brand, focus, operating and development experience will help identify your potential growth. A widely recognized and loved family dining brand, we are looking for experienced operators to continue our brand consistency, adaptability and growth.

### ■ SITE ASSISTANCE

As an established franchise system with a proven business model, our experienced support team will provide consultation in site selection, site selection guidelines, process, architecture and design review, although the selection of the site is the franchisee's sole responsibility. Our team of professionals will also provide consultation throughout the development process.



The above costs are only estimates. Actual costs will depend on the specifics of a given restaurant and on the progressive cost increases that may result in an inflationary economy. The information contained herein is not an offer to sell or solicitation of an offer to buy a franchise. IHOP will not sell a franchise unless it has been appropriately registered, excluded or exempted, as required by applicable state law, and the IHOP Franchise Disclosure Document has been delivered to the purchaser in compliance with state and federal law.

### ■ FAST FACTS

**FRANCHISING SINCE:** 1958

**MULTI-UNIT FRANCHISEE OPERATING UNITS:** 1,593

**TOTAL OPERATING UNITS:** 1,676

**COMPANY OPERATING UNITS:** Not Applicable

**CAPITAL INVESTMENT:** \$1,152,954-\$6,089,550

**FRANCHISE FEE:** \$40,000-\$50,000

**ROYALTY FEE:** 4.5%

**ADVERTISING FEE:** 3.5%

**EARNINGS CLAIMS:** No

**BUILD-OUT OPTIONS:** Conversion, Freestanding, End-cap, In-line, Non-Traditional (Airports, College Campuses, Travel Centers, Casinos, Military Bases, Major Medical Centers, etc.)

**AVAILABLE TERRITORIES:** Northwest, Midwest, Northeast, Southeast



Interested in franchising? Scan to learn more.





## Corey Quinlan

Franchising Director

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www.jimmyjohnsfranchising.com



## ■ FAST FACTS

**FRANCHISING SINCE:** 1993

**TOTAL OPERATING UNITS:** 2,662

**CAPITAL INVESTMENT:** \$316,100 - \$558,600

**FRANCHISE FEE:** \$35,000

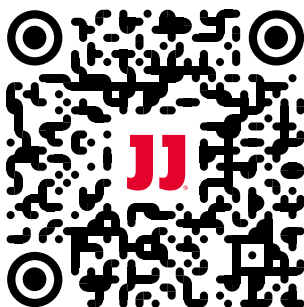
**ROYALTY FEE:** 6% (incentives may apply)

**ADVERTISING FEE:** 4.5%

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** End-Cap, Free standing, in-line, non-traditional locations

**AVAILABLE TERRITORIES:** Coast-to-coast availability



## ■ OPPORTUNITY DETAILS

Jimmy John's® is a leading sandwich franchise raising the bar for freshness and quality guests can't get enough of. We've made a name for ourselves with fan-favorite sandwiches and lightning-fast delivery, and our franchise model is just as impressive. With flexible formats, simple operations, and the expertise of Inspire Brands™, Jimmy John's franchisees are positioned to thrive.

## ■ DEMOGRAPHICS

- Dense daytime populations
- Retail areas with strong traffic
- Daytime employee population greater than 8,000 within a 3-min. drive and 20,000+ within a 5-min. drive
- Residential population greater than 25,000 within the defined trade area
- Towns over 7,500 residential population considered
- Median income greater than \$40,000

## ■ RANKINGS & AWARDS

- 2023 Entrepreneur Franchise 500® Top Franchise

## ■ QUALIFICATIONS

- Minimum Liquidity: \$200,000
- Minimum Net Worth: \$1,000,000
- Experience in restaurant operation
- Multi-unit franchise experience preferred
- Interested in multi-unit development

## ■ SITE ASSISTANCE

The real estate team travels across the country and works with our franchisees and local brokers during the site selection process. Upon becoming a Jimmy John's franchise owner, the real estate manager for your market will contact you to begin the site selection process, working with you closely throughout the entire process until you finalize a lease for your location.



# prime territories available now



**Shannon Iverson**

VP of Franchise Sales

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## ■ OPPORTUNITY DETAILS

- \$1.19M AUV for the top 50% of franchised stores in 2021\*
- \*Based on the Average Unit Volume of the top 50% of our Franchised Stores for fiscal year 2021. Based on fiscal year 2021, 146 of 389 Franchised Stores in the category (38%) met or exceeded this average. This information appears in Item 19 of our 2022 FDD – please refer to our FDD for complete information on financial performance. Results may differ. There is no assurance that any franchisee will perform as well.
- Room for new franchisee & multi-unit investor nationwide & international
- Proven systems and support to help you grow quickly
- World-class brand leadership
- \$46B Industry

## ■ DEMOGRAPHICS

- Multi-Unit & Private Equity Prospects – those interested in growing their QSR empire through multi-unit, multi-brand franchising (10+ units)
- Micro Multi-Unit Prospects – those who love being an entrepreneur and are looking to utilize their skillset to diversify (5+ units)

## ■ QUALIFICATIONS

- Minimum Net Worth: \$600K
- Minimum Liquid Capital: \$200K
- Credit Score: 680+
- Multi-unit development will require an increased liquidity and net worth amount, which will be determined based on number of units and timeframe.

## ■ SITE ASSISTANCE

- We use sophisticated tools to assess the potential performance of specific areas and locations, then combine that data with on-the-ground observations and insights.

## ■ RANKINGS & AWARDS

- Doubled store footprint to over 1,100+ units in 6 years
- Overall consumer traffic to stores is up 21% since 2019
- America's Most Loved & Most Trusted Pizza Brand, according to the 2019 Harris Poll EquiTrend® Study



## ■ FAST FACTS

**FRANCHISING SINCE: 2004**

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

**TOTAL OPERATING UNITS: 1,100+**

**CAPITAL INVESTMENT: \$200,000**

**FRANCHISE FEE: \$25,000**

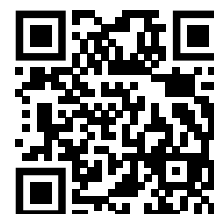
**ROYALTY FEE: 5.5%**

**ADVERTISING FEE: 7% Multi-Unit  
Incentives Offered**

**EARNINGS CLAIMS: \$1.19M AUV**

**BUILD-OUT OPTIONS: Inline, Endcap,  
and Stand-alone**

**AVAILABLE TERRITORIES: AL, AK,  
AZ, AR, CA, CO, CT, DE, DC, FL, GA, ID,  
IL, IN, IA, KS, KY, LA, ME, MD, MA, MI,  
MN, MS, MO, MT, NE, NV, NH, NJ, NM,  
NY, NC, ND, OH, OK, OR, PA, SC, SD,  
TN, TX, UT, VT, VA, WA, WV, WI, WY  
International Opportunities Available**







## Larry Strain

Chief Development Officer

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www.potbelly.com/franchising-investment

### ■ FAST FACTS

**FRANCHISING SINCE:** 2009

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 45 franchise  
shops open

**TOTAL OPERATING UNITS:** 429

**COMPANY OPERATING UNITS:** 384  
company shops

**CAPITAL INVESTMENT:** \$250,000

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

**ROYALTY FEE:** 6% of gross sales

**ADVERTISING FEE:** up to 4% of gross  
sales

**EARNINGS CLAIMS:** Yes, see our  
Item 19

**BUILD-OUT OPTIONS:** Inline, Endcap,  
Drive-thru and Non-traditional

**AVAILABLE TERRITORIES:** USA



### ■ OPPORTUNITY DETAILS

The Potbelly franchise opportunity boasts double-digit same-store sales growth, flexible shop design (inline, freestanding, endcap, drive-thru, non-traditional) and a seasoned leadership team with 100+ years combined experience. Potbelly also launched a refranchising initiative, welcoming franchisee ownership of existing corporate shops in select markets.

### ■ RANKINGS & AWARDS

Potbelly has reached a \$1.1MM+ nationwide average unit volume, setting the brand apart with the highest AUV in its category. Additionally, Potbelly has made the Franchise Times' Top 500 list in 2022.

### ■ QUALIFICATIONS

Strong candidates for the Potbelly franchise opportunity are established multi-unit operators/investors that have proven experience in developing and operating restaurant and retail brands. Along with seasoned leadership experience, Potbelly requires an initial investment between \$594,050 – \$888,950.

### ■ SITE ASSISTANCE

Potbelly utilizes data science, years of experience and consumer insights gathered from 400+ existing shops to carefully plot the development course for each franchisee's development area that eliminates the guesswork in real estate site selection.







**Kelly Crummer**

Senior Director, Franchise Recruitment

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www.ownascooters.com

## ■ OPPORTUNITY DETAILS

Approaching 600 stores operating across 29 states and commitments to open stores in 32 states, Scooter's Coffee is in the midst of a strategic growth phase across the nation. The U.S. coffee market is an estimated \$48-billion-a-year industry, and with a 664-foot proven kiosk model, Scooter's Coffee is striving to become the #1 drive-thru coffee franchise in the nation.

## ■ DEMOGRAPHICS

Scooter's Coffee is looking for driven entrepreneurial types who meet all financial requirements and share our core values of integrity, love, humility, and courage. Franchise candidates should be coachable and willing to fully embrace our brand promise, 'AMAZING PEOPLE, AMAZING DRINKS... AMAZINGLY FAST!®'



## ■ QUALIFICATIONS

To qualify as a Scooter's Coffee franchisee, owners must have access to at least \$200K liquid capital. Just as important as having enough working capital is being motivated and passionate about the brand. The ideal candidate wants to grow and eventually own multiple units.

## ■ RANKINGS & AWARDS

In 2023, Scooter's Coffee was ranked #59 on Entrepreneur's Franchise 500 and has been ranked #3 on Franchise Times Fast and Serious list for 3 years in a row. Scooter's Coffee is also a member of the ICSC, Vet Fran, Franchise Registry, and IFA Franchising.

## ■ SITE ASSISTANCE

Franchisees are responsible for finding and securing their own real estate. They can purchase property or enter into a ground lease. The Scooter's Coffee real estate team provides tools to understand demographics, traffic patterns, and rental rates. All sites are reviewed by a committee.



## ■ FAST FACTS

**FRANCHISING SINCE: 2001**

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS: 430**

**TOTAL OPERATING UNITS: 554**

**COMPANY OPERATING UNITS: 25**

**CAPITAL INVESTMENT: \$794,000 -  
\$1,264,500**

**ROYALTY FEE: 6%**

**ADVERTISING FEE: 2%**

**EARNINGS CLAIMS: Yes**

**BUILD-OUT OPTIONS: 664 sq. ft  
Drive-thru Coffee Kiosk**

**AVAILABLE TERRITORIES:** Alabama, Arizona, Arkansas, Colorado, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Mexico, North Carolina, North Dakota, Ohio, Oklahoma, South Carolina, South Dakota, Tennessee, Texas, Utah, West Virginia, Wisconsin, Wyoming



### Shawn Caric

VP Franchise Development

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www.smoothiekingfranchise.com



## ■ FAST FACTS

**FRANCHISING SINCE:** 1989

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 868

**TOTAL OPERATING UNITS:** 1370

**COMPANY OPERATING UNITS:** 55

**CAPITAL INVESTMENT:** \$320,301+\*

**FRANCHISE FEE:** \$30,000

**ROYALTY FEE:** 6%

**ADVERTISING FEE:** 5%

**EARNINGS CLAIMS:** Yes, see Item 19

**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, Colleges and Universities

**AVAILABLE TERRITORIES:** USA



\*See current Smoothie King Franchises, Inc. Franchise Disclosure Document.

## ■ OPPORTUNITY DETAILS

Smoothie King Franchises, Inc. is a privately held, Dallas-based, global franchise company. With a mission to inspire people to live a healthy and active lifestyle, Smoothie King blends each smoothie with a purpose and makes it simple and enjoyable for guests to achieve their individual health and fitness goals.

## ■ SITE ASSISTANCE

The brand has an experienced real estate team that works with franchisees and preferred real estate brokers to assist with site selection. Once a location is found, franchisees submit a site request form and a member of the real estate team will analyze the site before completing a site review. Following site approval, the team will help with lease negotiation, design, construction and the opening.

## ■ RANKINGS & AWARDS

- Entrepreneur Franchise 500 for the 32nd consecutive year, landing at No. 17 on the 2023 list
- 2023 Entrepreneur Franchise Hall of Fame
- Entrepreneur's fastest growing franchises in 2022
- QSR Magazine's 2022 Best Franchise Deals
- Franchise Times' 2022 "Top Brand to Buy" in the Beverage Category
- Franchise Business Review's 2022 Top Franchise Satisfaction Award

## ■ QUALIFICATIONS

Candidates must have liquid assets of \$150,000+, a minimum net worth of \$350,000 and a credit score of 700+. In addition, operators should have a strong business acumen, track record of success, possess passion for the brand and a desire to help guests live a healthier and more active lifestyle. Entrepreneurial spirit, and sales, marketing, restaurant and / or retail experience is also required.

## ■ DEMOGRAPHICS

- Prototypes should be 800-1,600 sq. ft.
- Population of at least 30,000 within a seven-minute drive of the location or accessible trade area
- Population within proximity must have a median household income at or above median for the DMA
- Grocery stores, fitness locations, national QSR brands and service-oriented retailers are ideal for co-tenancy







**Davide Ragosa**  
Franchising Director

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www.sonicfranchising.com

## ■ OPPORTUNITY DETAILS

Founded in Shawnee, Oklahoma in 1953, today, SONIC is a staple in American culture with over 3,500 locations nationwide. Our success stems from our 5-daypart strategy, food innovations, customization, and industry-best technology that enhances customer experience. As part of Inspire Brands™, you'll have access to industry expertise and purchasing power from a global leader in QSR franchising.

## ■ DEMOGRAPHICS

- 10,000+ population and above
- Median household income of \$40,000 and above

## ■ RANKINGS & AWARDS

- 2023 Entrepreneur Franchise 500® Top Franchise

## ■ QUALIFICATIONS

- Minimum Liquidity: \$500,000
- Minimum Net Worth: \$1,000,000
- Restaurant background required by at least one operating partner—multi-unit experience preferred
- Develop, lead and inspire a management team
- Strong entrepreneurial skills
- Active in community
- Retail sales experience

## ■ SITE ASSISTANCE

SONIC assists with site selection, architectural building design and engineering support, site review during due diligence phase, approved contractors list, bid review and comparison, construction project management guidance, assistance with development of construction schedule timeline and a preferred vendor list.

## ■ FAST FACTS

**FRANCHISING SINCE:** 1959

**TOTAL OPERATING UNITS:** 3,467

**CAPITAL INVESTMENT:** Traditional: \$1.24M - \$3.53M (excludes land) / Non-Traditional: \$361K - \$978K (excludes land)

**FRANCHISE FEE:** Traditional: \$45K

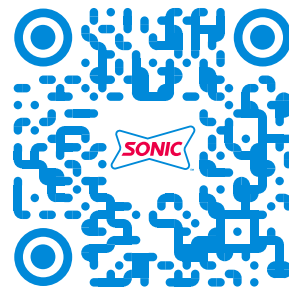
**ROYALTY FEE:** ~5.0% (incentives may apply)

**ADVERTISING FEE:** Traditional: 3.25-5%

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** Traditional Drive-In, Indoor Dining, Travel Plaza, Conversion and Counter-S

**AVAILABLE TERRITORIES:** US and Canadian opportunities both single and multi-unit





## Expand Your Portfolio With Subway

\*Learn more at [Subwayfranchise.com](https://Subwayfranchise.com)



### ■ FAST FACTS

**FRANCHISING SINCE:** 1974

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 22000+  
in North America

**TOTAL OPERATING UNITS:** 0

**CAPITAL INVESTMENT:** \$207,050 -  
\$476,900

**FRANCHISE FEE:** \$15,000

**ROYALTY FEE:** 8%

**ADVERTISING FEE:** 4.5%

**BUILD-OUT OPTIONS:** Freestanding,  
In-line, Drive-thru, Airport, Colleges/  
Universities, Healthcare, Convenience  
& Gas

**AVAILABLE TERRITORIES:** Varied  
opportunities across North America

### ■ OPPORTUNITY DETAILS

Subway's multi-year transformation journey, led by a seasoned QSR leadership team, is elevating the experience for guests and franchisees. Every aspect of the brand's operations has been enhanced from the delivery & digital ordering experience to next level marketing to remodels with modern and updated décor. We are Building A Better Subway together with our multi-unit franchisees.

### ■ DEMOGRAPHICS

Whether you are looking to acquire, build, or remodel, our unique global presence across traditional and non-traditional markets allows multi-unit franchisees to grow in a wide variety of formats.

### ■ RANKINGS & AWARDS

As one of the world's largest quick service restaurant brands, Subway continues to deliver healthy, fresh menu options with a great guest experience. Across more than 37,000 restaurants, guests every day have experienced new craveable menu items. Our franchisees are committed to serving our guests and their local communities.

### ■ QUALIFICATIONS

We're seeking multi-unit franchise owners and operators who want to expand their portfolio. The brand is focused on quality, not quantity.

- Restaurant and/or Franchise Experience
- Demonstrated Leadership and Management Team
- Shared Values that align with Subway's Culture

#### Meet our Financial Requirements

- Minimum \$150,000 Net Worth and \$100,000 Liquidity per unit

### ■ SITE ASSISTANCE

Subway uses a data driven site selection process to determine sites in trade areas that are competitive based on consumer demographics and a predictive data modeling tool.







### Tyler DeMuth

Executive Director of Franchise Growth

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## ■ OPPORTUNITY DETAILS

Teriyaki Madness (TMAD) is a quality fast casual Asian inline brick and mortar concept with award-winning growth. The recipe for TMAD's success is clear: simplicity, small footprints, leading technology and support.

TMAD serves craveable, customizable teriyaki bowls of made-to-order, marinated, grilled chicken, steak, tofu or salmon with choice of rice or noodles and fresh, stir-fry veggies.

## ■ DEMOGRAPHICS

Teriyaki Madness appeals to a broad range of customers. Everyone's got to eat and everyone loves teriyaki, duh.

- Age 25-54
- Male/Female 52/48
- HH Income \$75K+
- Customizability allows a different product for each customer

## ■ SITE ASSISTANCE

The Real Estate, Design and Construction Team work hand in hand with all franchise owners to identify the best opportunities at the lowest cost. Franchisees have the support of the full Real Estate Team and Bialow, a national commercial real estate firm. They help select ideal locations in the market's top trade areas with the final decision being yours.

## ■ QUALIFICATIONS

As TMAD races towards 200 open locations in 2023, they have a focus on partnering with more experienced multi-unit and multi-brand operators who are looking to diversify, as well as other like-minded business professionals.

- \$300K liquidity
- \$900K minimum net worth

## ■ RANKINGS & AWARDS

- #1 Small Business Awards (Large) – Denver Business Journal (DBJ)
- #5 Smartest-Growing Brand - Franchise Times
- #7 11 Best Asian Restaurant Franchises - Franchise Chatter
- #96 Fastest Growing Private Company F&B - Inc 5000
- #252 Franchise 500 – Entrepreneur
- #292 Top 500 - NRN
- #350 Top 500 - Franchise Times
- Top 200 Franchises – FBR
- 5 Star America's Favorite Restaurant Chains
- Fast 50 - DBJ



## ■ FAST FACTS

**FRANCHISING SINCE:** 2005

**MULTI-UNIT FRANCHISEE OPERATING UNITS:** 51%

**TOTAL OPERATING UNITS:** 127

**COMPANY OPERATING UNITS:** 1

**CAPITAL INVESTMENT:** \$346K - \$768K\*

**FRANCHISE FEE:** Average \$33K

**ROYALTY FEE:** 6%

**ADVERTISING FEE:** 3%

**EARNINGS CLAIMS:** Yes, \$1.16M\* AUV

**BUILD-OUT OPTIONS:** Inline strip mall retail space between 1300 - 1800 sq ft in centers with strong daily needs drivers; non-traditional locations

**AVAILABLE TERRITORIES:** Nationwide except WA

\*Refer to the 2022 Teriyaki Madness Franchise Disclosure Document



## Crystal Wells

Franchise Sales Manager

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### ■ FAST FACTS

**FRANCHISING SINCE:** 2014

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

**TOTAL OPERATING UNITS:** 350+

**CAPITAL INVESTMENT:** \$1.4 - \$1.8M

**FRANCHISE FEE:** \$35,000

**ROYALTY FEE:** 5.5%

**ADVERTISING FEE:** 1 – 4.5%

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** Non-traditional, freestanding with drive-thru, end cap flexible, and end cap with drive-thru

**AVAILABLE TERRITORIES:** WA, CO, TN, SC, NC, OR, TX, PA, GA, NV, MI, NJ, FL, ID, IN, WV, UT, OH, VA, AZ, KY



### ■ OPPORTUNITY DETAILS

The Habit Burger Grill is a national burger franchise known for award-winning Charburgers that are grilled over an open flame. We've established a respected reputation and notoriety across the globe and with our tech-forward innovations, well-balanced business model, distinctive menu offerings and franchisee-forward operations practices, we've mastered more than just amazing food.

### ■ DEMOGRAPHICS

The Habit is a 350+ unit brand with a global customer base and is founded on a quality-first culture that doesn't end with our food. Our welcoming environment encourages a variety of consumers at different ages to engage with our brand; 13% ages 18-24, 23% ages 25-34, 20% ages 35-44, 15% ages 45-54, 14% ages 55-64, and 15% ages 65+. The Habit also has a gender mix of 49% female and 51% male.

### ■ RANKINGS & AWARDS

In 2022, The Habit Burger Grill has been recognized on the Contenders list of QSR Magazine's QSR 50 and Entrepreneur's list of the Top 50 Companies Championing Diversity, named by Newsweek as one of America's Favorite Restaurant Chains in 2022, and ranked #148 on the Franchise Times Top 500 list, 23 spots higher than in 2021. We also received the Zor Award by Franchise Times as the Top Brand to Buy.

### ■ QUALIFICATIONS

The ideal Habit Burger Grill franchisee should have substantial liquid capital to develop multiple restaurants in their requested market, dedicated resources and infrastructure to develop restaurants from construction to operations, significant restaurant and business operations experience, and must live and work in the market they wish to develop to oversee operations full-time.

### ■ SITE ASSISTANCE

With the backing of Yum! Brands, The Habit franchisees are provided industry-leading expertise and resources. This includes start-up assistance, training on Back and Front of House operations, information technology from The Habit POS system to in-house Restaurant Service Help Desk, marketing guidance/tools, and real estate assistance ranging from site selection assistance to accessing vendors.







### Angela Beeks

Director of Franchise Sales

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<https://thehumanbean.com/coffee-franchise/>

## ■ OPPORTUNITY DETAILS

At The Human Bean, our vision is to take something as simple as going through a drive-thru for a pick-me-up, and turn it into something special, exceeding all expectations and delivering quality, integrity, community, and a special experience. The very first drink handed out the window 25 years ago, had a chocolate covered espresso bean on top. And so would every single cup that followed.

## ■ DEMOGRAPHICS

- Ease of entry and exit
- High traffic volumes
- Location on main morning drive with great visibility from the street
- \$60,000+ median household income

## ■ QUALIFICATIONS

- Customer service oriented
- Great communication skills
- Liquid assets of \$200,000
- A strong connection to their community
- A love and appreciation for a great cup of coffee will go a long way, too!

## ■ RANKINGS & AWARDS

- Entrepreneur Franchise 500 Ranked #87 and Ranked #3 in Coffee
- Franchise Business Review 200 Top Franchise, Top Recession-Proof and Top Food
- QSR #3 in the Top 20 Regional Coffee Brands
- Award Winning Coffee

## ■ SITE ASSISTANCE

- Preliminary site design
- Building design and engineering assistance
- Modular building partnerships
- Development checklists
- Equipment layout



## ■ FAST FACTS

**FRANCHISING SINCE:** 2002

**MULTI-UNIT FRANCHISEE OPERATING UNITS:** 92

**TOTAL OPERATING UNITS:** 147

**COMPANY OPERATING UNITS:** 12

**CAPITAL INVESTMENT:** \$386,350-\$937,970

**FRANCHISE FEE:** \$30,000

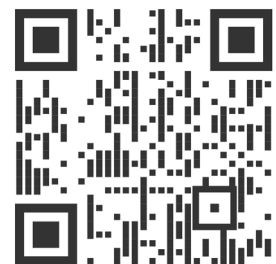
**ROYALTY FEE:** 0%

**ADVERTISING FEE:** 1%

**EARNINGS CLAIMS:** \$916,432 AUV (2021 FDD item 19)

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

**AVAILABLE TERRITORIES:** US territories



# tropical SMOOTHIE CAFE®

FRANCHISE OPPORTUNITY

## Jennifer Folger

VP, Franchise Development

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TropicalSmoothieFranchise.com



### ■ FAST FACTS

**FRANCHISING SINCE:** 1998

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

**TOTAL OPERATING UNITS:** 1,200+

**COMPANY OPERATING UNITS:** 1

**CAPITAL INVESTMENT:** \$277k -  
\$584k

**FRANCHISE FEE:** \$15k - \$30k

**ROYALTY FEE:** 6%

**ADVERTISING FEE:** 5%-6%  
(National & Local)

**EARNINGS CLAIMS:** No

**BUILD-OUT OPTIONS:** End-cap,  
Freestanding, In-line – flexible site  
types with or without drive-thru.

**AVAILABLE TERRITORIES:** USA



Scan to hear from our CEO

### ■ OPPORTUNITY DETAILS

Tropical Smoothie Cafe is a healthier, quick-casual restaurant brand with 1,200+ locations in 44 states. One of our key differentiators is that we offer a product mix of 60% smoothies and 40% food. This balanced business model allows us to service all day-parts. We also offer lower development costs because our cafes are simple operationally with no fryers, grills or hooding systems.

### ■ DEMOGRAPHICS

Tropical Smoothie Cafe's primary guests are smoothie and QSR fanatics who aim for healthier living. They prioritize good nutrition to fuel their busy, active lifestyles and are looking for better-for-you options on the go. Our guests are also big into taste, variety and dining experiences with family and friends where they can try new foods with fresh ingredients.

### ■ RANKINGS & AWARDS

- QSR Fastest-Growing Fast-Food Chains in America ranked #10 in 2022
- TOPSCORE Fund Award, FUND Score 910 by FRANData in 2022
- Entrepreneur Franchise 500, #1 in Smoothie/Juice category in 2023
- Entrepreneur Franchise 500, #11 in 2023

### ■ QUALIFICATIONS

Qualified candidates should have an understanding of our brand culture and franchise business model; Business experience (restaurant experience preferred, but not required); and a minimum net worth of \$350k, which includes \$125k in liquid assets.

### ■ SITE ASSISTANCE

We have an in-house Real Estate Team and a network of local brokers that will assist you in performing a real estate site search. Typically, we look for between 1,200 to 1,800 square feet.







**Ted Milburn**

Director, U.S Franchise Development

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## ■ OPPORTUNITY DETAILS

Founded in 1961 by John Galardi, Wiener Schnitzel is an iconic 60-year brand, and the world's largest hot dog chain serving more than 120 million hot dogs a year. Featuring a devoted guest following, and an award-winning training program, and more, Wiener Schnitzel is a perfect fit for single and multi-unit candidates with restaurant & development experience, and/or are successful entrepreneurs looking to diversify their portfolio.

## ■ DEMOGRAPHICS

Our franchisees come from a variety of business backgrounds. While some of our franchisees have specific restaurant operations experience, they all have a have strong business acumen. Franchisees also promote outgoing, fun and best-in-class customer service through visionary leadership at the store level. Family is a core value of Wiener Schnitzel, the brand celebrates each and every member of the WienerFam, from our customers to our crew and franchisees, all voices matter.



## ■ QUALIFICATIONS

Wiener Schnitzel captures both single and multi-unit operators, with an emphasis on three-unit deals in new and existing territories. Ideal multi-unit candidates have restaurant & development experience with other brand(s), and/or are a successful entrepreneur looking to diversify their portfolio. Financial requirements: \$1 million net worth, with \$300,000 in liquid assets. We invite you to learn more about our NEW exclusive right to develop program, and impressive limited time incentive inclusions.

## ■ SITE ASSISTANCE

We help you through the process of securing an ideal restaurant location in your community. We provide the necessary tools and resources to help you navigate when selecting a new site. Once you've secured your new Wiener Schnitzel location, we will guide your transition into our construction department. Here, we will assist with store plans, provide you with our construction manual, and walk you through your entire new store development process.

## ■ RANKINGS & AWARDS

- 2023 – Entrepreneur's Franchise 500, ranked #1 in category, six consecutive years
- 2023 – Entrepreneur's Franchise 500 – ranked #117

## ■ FAST FACTS

**FRANCHISING SINCE:** 1965

**MULTI-UNIT FRANCHISEE OPERATING UNITS:** 92

**TOTAL OPERATING UNITS:** 338

**COMPANY OPERATING UNITS:** 0

**CAPITAL INVESTMENT:** \$303,600-\$1,443,00

**FRANCHISE FEE:** \$32,000

**ROYALTY FEE:** 5% of gross sales

**ADVERTISING FEE:** 1% of gross sales

**EARNINGS CLAIMS:** Yes

**BUILD-OUT OPTIONS:** Restaurant models can range from 800 – 2,200 square feet

**AVAILABLE TERRITORIES:** AZ, CA, CO, IA, ID, IL, KS, MO, MS, NM, NV, OK, OR, TX, UT, WA

**Learn more about our limited-time, highly attractive discount incentive program for new markets.**



### Das Chandiok

Sr. VP Business Development

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www.wildwingrestaurants.com/  
franchising



### ■ FAST FACTS

**FRANCHISING SINCE:** 2003

**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 51

**TOTAL OPERATING UNITS:** 104

**COMPANY OPERATING UNITS:** 0

**CAPITAL INVESTMENT:**  
\$400K-\$800K

**FRANCHISE FEE:** \$35K

**ROYALTY FEE:** 5%

**ADVERTISING FEE:** 2%

**BUILD-OUT OPTIONS:** Free-standing  
inline, endcap and conversions

**AVAILABLE TERRITORIES:** All  
Provinces available

### ■ OPPORTUNITY DETAILS

Wild Wing is focused on the Canadian market while its sister company, Wing Country is focused on the US Market.

Wild Wing is an established Canadian Franchise specializing in Chicken Wings with 101 unique and proprietary flavors. It is the largest Chicken Wing-focused sports restaurant chain in Canada, based on store count. Wild Wing sells approximately 24 million Chicken Wings each year.

### ■ RANKINGS & AWARDS

With 104 locations across Canada, we are the largest Chicken Wing focused restaurant chain in Canada, based on store count. We have a growth strategy of having a 200 locations through sustained expansion.

### ■ QUALIFICATIONS

We are seeking hard-working Chicken Wing lovers who are willing to learn our Wing Ways. Should have a minimum net worth of \$600,000 and liquidity of \$300,000.

### ■ SITE ASSISTANCE

We know the Canadian market well and provide franchisees with assistance finding competitive sites starting from 2,500 sq. ft. to 5,000 sq. ft.

### ■ DEMOGRAPHICS

Wild Wing targets Chicken Wing lovers and sports fans. Our large menu offering is designed to appeal to the whole family and offers a full selection of non-alcohol and alcohol beverages.





**Das Chandiok**

Sr. VP Business Development

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**■ OPPORTUNITY DETAILS**

Wing Country is focused on the US quick casual Chicken Wing market that is growing fast and has only one national QSR competitor. The first Wing Country is scheduled to open in April 2023, and we have built all the back-end logistics to support rapid growth. Both Wing Country and Wild Wing are supported with the same North American Franchise Support Services team.

**■ RANKINGS & AWARDS**

With a combined 105 locations between our sister companies Wild Wing and Wing Country, our network is one of the largest chicken wing chains in North America based on unit count.

**■ QUALIFICATIONS**

We are seeking hard-working Chicken Wing lovers who are willing to learn our Wing Ways. Should have a minimum net worth of \$500,000 and liquidity of \$250,000.

**■ SITE ASSISTANCE**

Along with our Real Estate Consultants, we will work with franchisees to find competitive locations ranging from 1500 sq. ft. to 2,000 sq. ft.

**■ DEMOGRAPHICS**

Our target market is people who love Chicken Wings and our other great offerings that include chicken sandwiches, tenders, wraps, salads and fries. We offer dine-in, takeout and delivery.

**■ FAST FACTS****FRANCHISING SINCE:** 2023**MULTI-UNIT FRANCHISEE  
OPERATING UNITS:** 0**TOTAL OPERATING UNITS:** 1**COMPANY OPERATING UNITS:** 1**CAPITAL INVESTMENT:**  
\$350K-\$750K**FRANCHISE FEE:** \$30,000**ROYALTY FEE:** 5%**ADVERTISING FEE:** 3%**EARNINGS CLAIMS:** N/A**BUILD-OUT OPTIONS:** Online, endcap  
and conversions**AVAILABLE TERRITORIES:** All of US  
with focus on South-East US.



## WINGS *and* RINGS

### Dan Doulen

Director of Franchising & Real Estate

513.831.WING

DDoulen@WingsandRings.com

OwnABuffalo.com



### ■ FAST FACTS

**FRANCHISING SINCE:** 1984

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

**TOTAL OPERATING UNITS:** 87  
Globally

**COMPANY OPERATING UNITS:** 8

**CAPITAL INVESTMENT:** \$1.4-\$2 Mil  
(End Cap)

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

**ROYALTY:** No Royalty 1<sup>st</sup> 6 Months 5%  
Thereafter

**ADVERTISING CONTRIBUTION:**  
3% (2% National, 1% Local)

**EARNINGS CLAIMS:** Yes

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

**AVAILABLE TERRITORIES:** Midwest,  
South, Southwest

### ■ OPPORTUNITY DETAILS

Wings and Rings is THE Club-Level Sports Restaurant & Bar. Food is the focus, and the Chef-Driven Menu is Fantastic! 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, carryout, Valet Pick-Up lanes or Curbside Valet parking spots). We've been serving our fans since 1984, and we never stop improving.

### ■ FRANCHISE SUPPORT

We look at the Franchisees' businesses from the Franchisees' perspective, not just the Franchisor's perspective. We listen to our Franchisees and incorporate feedback into our strategy and our business. We have a Weekly Call, attended by all Franchisees, Quarterly Franchisee Webcasts, Franchise Conventions, and a Franchise Advisory Council. We also offer world-class training and support for all areas of your business (Real Estate, Construction, Operations, Purchasing, Marketing, IT, etc).

### ■ DEMOGRAPHICS

The Wings and Rings model is well-suited for a wide range of demographics around the U.S. (and the world), given our focus on great food, fun, 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.

### ■ QUALIFICATIONS

We are looking for single and multi unit franchisees (many of whom have multiple brands), while we also consider individual location opportunities. Our ideal candidates will have a passion for Wings and Rings, a servant leadership approach, financial acumen and wherewithal, and prior business experience. Financial qualifications are also relative to the number of locations that will be developed. The minimum net worth requirement is \$1.5 Mill, with at least \$500k in liquid capital to invest.

### ■ RANKINGS & AWARDS

Wings and Rings was Ranked #5 Top Food Franchise in Entrepreneur Magazine in 2022. 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.







# ZAXBY'S



**Bert Lane**

VP of Franchise Sales

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[www.zaxbysfranchising.com](http://www.zaxbysfranchising.com)

## ■ OPPORTUNITY DETAILS

For 30 years, Zaxby's has filled its table with people who share the vision of "enriching lives," and who truly believe the heart and success of our business lies in not being a "chicken company that serves people," but a "people company that serves chicken." Our table is diverse, inclusive, authentic, and inviting. All of those who sit here are proud to be part of feeding futures, nurturing souls, & sustaining the mission of creating encore experiences that enrich lives one person at a time. We are on our way to fulfilling that vision, so sit down and stay awhile. **We're glad you're here!**

## ■ QUALIFICATIONS

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



## ■ 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: .50 to 1.25 Acres
- Trade Area: 30,000+

## ■ SITE ASSISTANCE

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

## ■ SUPPORT

- Innovative menu design and product development
- Training programs aligned with the best practices in the learning industry
- Dedicated field operations and business consultant staff
- Award winning advertising campaigns, local store marketing tools and community outreach programs



## ■ FAST FACTS

**FRANCHISING SINCE: 1994**

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

**TOTAL OPERATING UNITS: 909**

**COMPANY OPERATING UNITS: 150**

**CAPITAL INVESTMENT: \$501,700-950,200**

**FRANCHISE FEE: \$35,000**

**ROYALTY FEE: 6%**

**ADVERTISING FEE: 2.87-4.87%**

**EARNINGS CLAIMS: Yes**

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

**AVAILABLE TERRITORIES: United States**

**DISCOUNTS: Vet Fran Partnership, 20% Off Current Franchise Fee up to 5 Franchise Agreements**



SCAN FOR FRANCHISING INFO:



# YOUR LOCAL MARKET IS CRAVING SOMETHING NEW



## Hot Dogs, Hot Profits!

### Exceptionally Low Cost-of-Goods

- 4-years of Discounted Royalties, First 3-Stores
- \$20,000 Direct Local Marketing Spend\*\*
- Own a category that's not Burgers, Chicken, Tacos or Pizza!



## CALL TED

Director of Franchise Development

**(714) 423-6171**



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[wienerschnitzelfranchise.com](http://wienerschnitzelfranchise.com)

\*AUV refers to average unit volume of unaudited gross sales shared by the top 50% of 303 Wiener schnitzel restaurants open for the entire calendar year of 2021. Your estimated sales and operating costs can and will vary. This information is not an offer to sell you a franchise. We will not offer you a franchise until such time we have complied with FTC disclosure requirements, and you have met our application and pre-approval process to be awarded a franchise license. Please read Item 19 in our Franchise Disclosure Document.

\*\*New franchisees must pay initial franchise fees and meet development schedule to achieve incentives. Qualified candidates and domestic U.S. markets will be reviewed on a case-by-case basis. These incentives are only available for franchising in the United States. Please request our Franchise Disclosure Document for terms and conditions on this limited-time, limited-incentive offer.