

Multi-Unit Franchisee

SPECIAL ANNUAL EDITION

2024 BUYER'S GUIDE



MEGA 99

Ranking the top U.S.
franchise organizations

MULTI-UNIT 50

Ranking the most
multi-friendly brands



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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 and a serial franchisee for several brands, including dozens of Cost Cutters. And Tom Larson, a lodging and restaurant operator with seven 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 more than 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

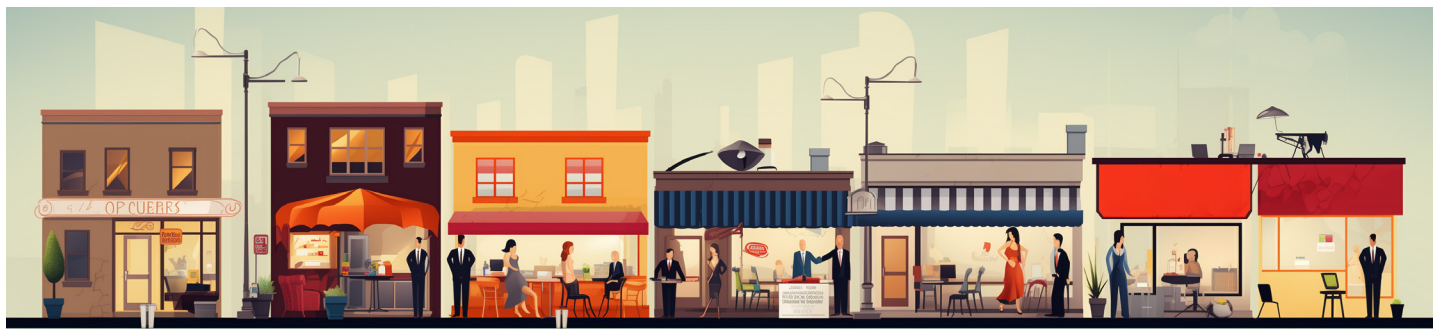
of the expanding ranks of multi-unit and multi-brand franchisees across the U.S. and across the world.

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 three-packs or five-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
Ambika Oberoi

Multi-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 (57%) of all franchised units in the country. This amounts to approximately 239,684 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 one 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 2,500 franchised locations across seven different restaurant brands.

Five of today’s largest franchisees are Flynn Restaurant Group, The Dhanani Group, KBP Brands, Carrols Restaurant, and Sun Holdings.

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, 81.99% of franchised QSR businesses are controlled by multi-unit franchisees, followed by Beauty-Related franchises at 78.24%, and Sit-down Restaurants at 68.97%. Also of note is the rise of some industry classifications, such as baked goods showing up on the top 10 this year, and retail food, business-related, and general services moving down in ranking.

Industries by MUF Control Ranking	% Multiple Units
QSR	81.99%
Beauty-Related	78.24%
Restaurants (Sit-Down)	68.97%
Baked Goods	56.49%
Real Estate	55.83%
Automotive	55.66%
Clothing & Accessories	50.70%
Frozen Desserts	50.29%
Business-Related	49.77%
Retail Food	48.69%

At the other end of the spectrum of multi-unit ownership are publications at 2.06%; photographic products/services at 1.48%; and travel at 1.12% all losing traction in 2023. 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

Entrepreneurs 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 239,684 franchised units, 82% of all QSR units, and 69% 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 2021 found it in QSR, senior care, hair salons, massage, home maintenance, children’s activities, pet care, and more, investing today for rewards 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 'nonnegotiable' 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 three 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
Edith Wiseman

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 57% 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 2023
MUOs with 2–5 units	28,862	35,230
MUOs with 6–10 units	3,411	4,481
MUOs with 11–25 units	1,630	2,264
MUOs with 26–50 units	397	522
MUOs with 50+ units	162	419

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 righthand column of the first 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 2023, we have seen a 22% 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 31.4% during this period) and of MUOs with 50 or more units (up 158% 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, the data suggests 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 Group'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

The 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 effects of economic cycles. Operating different brands in different sectors in different territories and geographic regions helps 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 and 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 six, 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 two 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

7 reasons multi-brand franchising keeps growing

Franchising has long been known as a business model that gets results and has worked for decades. It's only been in the past 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, and operating with solid unit economics. 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 franchi-

sors 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

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) 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 of 2020–22. 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.

2024 MEGA 99 RANKINGS

Courtesy of: **FRANdata**

RANK	COMPANY	UNITS	BRANDS
1	FLYNN GROUP	2,709	Pizza Hut, Applebee's, Arby's, Taco Bell, Wendy's, Panera Bread, Planet Fitness
2	SUN HOLDINGS	1,755	Arby's, Popeyes, Burger King, Applebee's, Papa Johns, GNC Live Well, McAlister's Deli, IHOP, Golden Corral, T-Mobile, Taco Bueno, Rodeo Bar, Cantina Laredo, Papi's Caribbean Grill
3	THE DHANANI GROUP	1,493	Burger King, Popeyes, Pizza Hut, Dunkin', La Madeleine, Baskin-Robbins
4	KBP BRANDS	1,107	KFC, Taco Bell, Arby's
5	CARROLS RESTAURANT GROUP	1,092	Burger King, Popeyes
6	TARGET	831	Pizza Hut
7	LOVE'S TRAVEL STOPS & COUNTRY STORES	717	Subway, Godfather's Pizza, Chester's, Arby's, Hardee's, Carl's Jr., Taco John's, Sleep Inn by Choice Hotels, Holiday Inn, Fairfield by Marriott, Dunkin', Microtel Inn & Suites by Wyndham, DQ Treat, Naf Naf Middle Eastern Grill, Bojangles, Best Western Hotels & Resorts, MainStay Suites Extended Stay by Choice Hotels, Jet's Pizza, Bimbo Foods Bakeries Distribution, Hampton Inn by Hilton
8	PILOT COMPANY	686	Subway, Cinnabon, Dunkin', Wendy's, Arby's, Taco Bell, DQ Treat, Auntie Anne's, Pizza Hut, Moe's Southwest Grill, Comfort, Chester's, Little Caesars, KFC, IHOP
9	HAZA GROUP	538	Wendy's, Taco Bell
10	SIZZLING PLATTER	523	Little Caesars, Jamba, Wingstop, Dunkin', Sizzler, Red Robin Gourmet Burgers
11	TEAM CAR CARE	509	Jiffy Lube
12	ARAMARK	503	Chick-fil-A, Einstein Bros. Bagels, Subway, Panda Express, Dunkin', Oath Pizza, Which Wich, Moe's Southwest Grill, Steak 'n Shake, Qdoba Mexican Eats, Jamba, Papa Johns, Freshii, Raising Cane's, Taco Bell, Erbert & Gerbert's Sandwich Shop, Panera Bread, Mooyah, Tim Hortons, Auntie Anne's, Village Juice Co., PJ's Coffee of New Orleans, Caribou Coffee, Quiznos, McAlister's Deli, Chili's, Paciugo Gelato & Caffè, BurgerFi, La Madeleine, Extreme Pita, Pizza Hut, Rusty Taco, Baja Fresh, Wendy's, Denny's, Smashburger, Jersey Mike's Subs
13	GPS HOSPITALITY	501	Burger King, Pizza Hut, Popeyes, Days Inn by Wyndham
14	ARMY & AIR FORCE EXCHANGE SERVICES	481	Subway, Burger King, Charleys, Popeyes, Arby's, Taco Bell, Qdoba Mexican Eats, Einstein Bros. Bagels, Baskin-Robbins, Dunkin', Rice King, Wing Zone, Regal Nails Salon & Spa, Slim Chickens, Pizza Hut, Taco John's
15	CMG COMPANIES	458	KFC, Sonic, Rent-A-Center, Taco Bell, Little Caesars, Ace Hardware
16	CHARTER FOODS	440	Taco Bell, Long John Silver's, KFC, Pizza Hut, A&W
17	AMPLER GROUP	434	Burger King, Little Caesars, Church's Texas Chicken, Taco Bell, Pizza Hut
18	SUMMIT RESTAURANT GROUP	409	IHOP, Applebee's, Sonny's BBQ
19	PACIFIC BELLS	395	Taco Bell, Buffalo Wild Wings, KFC
20	WKS RESTAURANT GROUP	381	Wendy's, Denny's, El Pollo Loco, Krispy Kreme Doughnuts, Blaze Pizza
21	HARMAN MANAGEMENT CORPORATION	379	KFC, A&W, Taco Bell, Long John Silver's

RANK	COMPANY	UNITS	BRANDS
22	AMPEX BRANDS	367	KFC, Pizza Hut, Long John Silver's, Taco Bell, A&W
23	JIB MANAGEMENT (YADAV ENTERPRISES)	357	Jack in the Box, Denny's, TGI Fridays, El Pollo Loco, Sizzler, Super 8 by Wyndham, Quality by Choice Hotels
24	TACALA	348	Taco Bell
25	ALLINE SALON GROUP	347	Supercuts, Cost Cutters Family Hair Salon
26	ROTTINGHAUS COMPANY	346	Subway
27	QUALITY RESTAURANT GROUP	342	Pizza Hut, Sonic, Moe's Southwest Grill, Arby's
28	TASTY RESTAURANT GROUP	338	Pizza Hut, KFC, Burger King, Taco Bell, Baskin-Robbins
29	MERITAGE HOSPITALITY GROUP	337	Wendy's
30	FRASIER ENTERPRISES	336	Miracle-Ear
31	HEARTLAND RESTAURANT GROUP	331	Hardee's, Dunkin'
32	K-MAC ENTERPRISES	327	Taco Bell, KFC
33	DIVERSIFIED RESTAURANT GROUP	315	Taco Bell, Arby's
34	COMPASS GROUP USA	303	Chick-fil-A, Einstein Bros. Bagels, Papa Johns, Panda Express, Dunkin', Subway, Pizza Hut, Moe's Southwest Grill, Jamba, Steak 'n Shake, PJ's Coffee of New Orleans, Jersey Mike's Subs, Wendy's, Caribou Coffee, Qdoba Mexican Eats, Tim Hortons, Which Wich, Chili's, Slim Chickens, Freshii, Taco Bell, Bojangles, Sbarro, Pita Pit, Smashburger, Firehouse Subs, KFC, Freddy's Frozen Custard & Steakburgers, illy Caffè, Auntie Anne's, The Habit Burger Grill, Panera Bread, MOD Pizza, Burger King, Baja Fresh, Quiznos, Baskin-Robbins, Erbert & Gerbert's Sandwich Shop, Blimpie, Planet Smoothie, Popeyes, Pinkberry
34	BODDIE-NOELL ENT	303	Hardee's
36	DESERT DE ORO FOODS	302	Taco Bell, Pizza Hut, KFC
37	SODEXO	300	Chick-fil-A, Einstein Bros. Bagels, Subway, Dunkin', Pizza Hut, Qdoba Mexican Eats, Jamba, Moe's Southwest Grill, Steak 'n Shake, Taco Bell, Garbanzo Mediterranean Fresh, Erbert & Gerbert's Sandwich Shop, Freshii, PJ's Coffee of New Orleans, Baskin-Robbins, Panera Bread, McAlister's Deli, Papa Johns, Blaze Pizza, Baja Fresh, The Habit Burger Grill, Burger King, Auntie Anne's, Firehouse Subs, Denny's, NrGize Lifestyle Cafe, Which Wich, Godfather's Pizza, Sbarro, Mrs. Fields, DQ Treat, Barry Bagels, Gold Star Chili
37	MASON-HARRISON-RATLIFF ENTERPRISES	300	Sonic
39	LUIHN VANTEDGE PARTNERS	290	Taco Bell, Dunkin', KFC, Take 5 Oil Change Center, Long John Silver's, Pizza Hut
40	PURPLE ROCK INVESTMENT COMPANY	286	Dunkin', Rent-A-Center, Popeyes, RimTyme, Baskin-Robbins, Take 5 Oil Change Center, American Family Care, The Brass Tap Craft Beer Bar
41	G & M OIL	285	Chevron, ExtraMile
41	FEAST ENTERPRISES	285	Jack in the Box, Denny's, Popeyes
43	THE COVELLI FAMILY LIMITED PARTNERSHIP	283	Panera Bread, DQ Grill & Chill, O'Charley's, DQ Treat, Oath Pizza
44	EYM GROUP	272	Pizza Hut, Denny's, KFC, Panera Bread, Taco Bell

RANK	COMPANY	UNITS	BRANDS
45	AMERICAN WEST RESTAURANT GROUP	270	Pizza Hut
46	DL ROGERS CORP	269	Sonic
47	GS DALLAS GROUP	266	Wingstop, Subway, European Wax Center, Fajita Pete's
48	HMS HOST	260	Burger King, Sbarro, Chili's, Roy Rogers, Quiznos, Popeyes, Chick-fil-A, Nathan's Famous, Auntie Anne's, California Pizza Kitchen, Pizza Hut, Cinnabon, Smashburger, Dunkin', Panda Express, La Madeleine, Firehouse Subs, Moe's Southwest Grill, Einstein Bros. Bagels, TCBY, Blaze Pizza, The Counter, Kelly's Cajun Grill, Carl's Jr., On The Border, Baja Fresh, BurgerFi, Paciugo Gelato & Caffe, Great Steak, Steak 'n Shake, Jersey Mike's Subs, TGI Fridays, Blimpie, Wingstop, Cold Stone Creamery, Maggiano's Little Italy
49	MANNA	259	Wendy's, Blaze Pizza
50	FUGATE ENTERPRISES	254	Pizza Hut, Taco Bell, Sonic
51	TA OPERATING	248	Popeyes, Taco Bell, Burger King, Subway, Pizza Hut, Dunkin', Arby's, Charleys, Fazoli's, Black Bear Diner, Wendy's, A&W, Baskin-Robbins, IHOP, Carl's Jr., Tim Hortons, TacoTime, Jamba, DQ Treat, Super 8 by Wyndham, KFC
52	FOURTEEN FOODS	241	DQ Grill & Chill, DQ Treat
53	BANDON HOLDINGS	226	Anytime Fitness
54	ADT PIZZA	223	Pizza Hut, Taco Bell, Sonic, Little Caesars
55	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, TownePlace Suites by Marriott, Fairfield by Marriott, SpringHill Suites by Marriott, Marriott Hotels, Embassy Suites by Hilton, Hyatt Place, Hyatt House
56	BORDER FOODS	217	Taco Bell
56	PREMIER KINGS	217	Burger King, Popeyes
58	AKASH MANAGEMENT	216	Carl's Jr., Pieology Pizzeria, Jamba, Arby's, Wingstop
59	CAFUA MANAGEMENT COMPANY	215	Dunkin'
60	NORTHWEST RESTAURANTS	211	Taco Bell, KFC, A&W
60	ATTICUS FRANCHISE GROUP	211	Sonic, Massage Envy, Crunch, European Wax Center
62	ALVARADO RESTAURANT NATION	203	Taco Bell, KFC, Pizza Hut
62	COTTI FOODS CORPORATION	203	Wendy's, Taco Bell, Pieology Pizzeria
62	H&S ENERGY PRODUCTS	203	Chevron, ExtraMile, Texaco
65	PJ UNITED	199	Papa Johns
65	YELLOWHAMMER SALON GROUP	199	SmartStyle, Cost Cutters Family Hair Salon, Supercuts
65	NITU GROUP	199	Subway, Supercuts, Cost Cutters Family Hair Salon, Church's Texas Chicken
68	INTERFOODS OF AMERICA (SAILORMEN)	198	Popeyes, Taco Bell, Burger King
68	GHAJ MANAGEMENT SERVICES	198	Burger King, Taco Bell, Popeyes, Blaze Pizza
70	HAMRA ENTERPRISES	197	Wendy's, Panera Bread, Noodles & Company

RANK	COMPANY	UNITS	BRANDS
71	FRESH DINING CONCEPTS	196	Auntie Anne's, Jamba, Cinnabon, Carvel
71	KOVAN GROUP	196	Dunkin', Baskin-Robbins
73	A3H FOODS	195	Jack in the Box
74	BAJCO	189	Papa Johns
75	WENDYS OF COLORADO SPRINGS	187	Wendy's
75	HENLEY ENTERPRISES	187	Valvoline Instant Oil Change
77	UNITED PF	186	Planet Fitness
78	MERRITT GROUP	183	Sonic
79	CAVE ENTERPRISES OPERATIONS	182	Burger King
80	RPM PIZZA	178	Domino's Pizza
81	CIRCLE K STORES	170	Subway, Krystal, Church's Texas Chicken, Blimpie, Hardee's, DQ Treat, Noble Roman's, Amato's, Huddle House
82	WARNER FOODS	168	Jack in the Box, Noodles & Company, Panera Bread, Black Bear Diner, Popeyes
82	SOUTHERN ROCK RESTAURANTS	168	McAlister's Deli
84	TEAM LYDERS (SUNDANCE)	167	Taco Bell, Arby's
85	FULENWIDER ENTERPRISES	164	KFC, Taco Bell
86	FRESH ALTERNATIVES	163	Subway
87	CALIFORNIA FOOD MANAGEMENT	163	Burger King, IHOP
88	JRN	162	KFC, Pizza Hut
89	CARLISLE	162	Wendy's
90	CHUNARA GROUP OF COMPANIES	160	Dunkin', Checkers & Rally's, Baskin-Robbins, My Eyalab, TGI Fridays, Popeyes, Take 5 Oil Change Center, Blaze Pizza, Kale Me Crazy, Church's Texas Chicken
91	DELIGHT RESTAURANT GROUP	156	Wendy's, Taco Bell
92	SUMMERWOOD CORPORATION	155	Taco Bell, KFC
92	CHAAC FOODS/ADF COMPANIES	155	Pizza Hut, Bojangles, Applebee's
94	SUBWAY DEVELOPMENT OF CENTRAL FLORIDA	154	Subway
94	MANNA DEVELOPMENT GROUP	154	Panera Bread
96	B&G FOOD ENTERPRISES	151	Taco Bell, KFC
96	AES RESTAURANTS	151	Arby's
98	AMBROSIA QSR	150	Burger King, Popeyes
99	COASTAL QSR	149	Taco Bell

SOURCE: FRANdata

2023

MULTI-BRAND 50

Courtesy of: FRANdata

RANK	COMPANY	BRANDS	UNITS
1	FLYNN RESTAURANT GROUP		2,434
		PIZZA HUT	939
		APPLEBEE'S	441
		ARBY'S	368
		TACO BELL	281
		WENDY'S	246
		PANERA BREAD	149
		KFC	10
2	SUN HOLDINGS		1,585
		T-MOBILE	570
		ARBY'S	220
		PAPA JOHN'S	210
		POPEYES	158
		BURGER KING	141
		APPLEBEE'S	131
		MCALISTER'S DELI	70
		GNC LIVE WELL	40
		IHOP	39
3	DHANANI GROUP		1,293
		BURGER KING	506
		POPEYES	373
		PIZZA HUT	329
		LA MADELEINE	41
		DUNKIN'	39
		BASKIN-ROBBINS	5
4	KBP BRANDS		1,123
		KFC	840
		TACO BELL	162
		ARBY'S	118
5	CARROLS RESTAURANT GROUP		1,092
		BURGER KING	1,027
		POPEYES	65
6	PILOT TRAVEL CENTERS		687
		SUBWAY	221
		CINNABON	175
		DUNKIN'	85
		WENDY'S	81
		ARBY'S	55
		TACO BELL	24
		DQ TREAT	17
		AUNTIE ANNE'S	12
		MOE'S SOUTHWEST GRILL	6
		PIZZA HUT	6
		CHESTER'S	1
		COMFORT	1
		IHOP	1
		KFC	1
		LITTLE CAESARS	1
7	LOVE'S TRAVEL STOPS & COUNTRY STORES		621
		SUBWAY	235
		GODFATHER'S PIZZA	133
		CHESTER'S	130
		ARBY'S	88

RANK	COMPANY	BRANDS	UNITS
		TACO JOHN'S	7
		HOLIDAY INN	4
		SLEEP INN BY CHOICE HOTELS	4
		DUNKIN'	3
		FAIRFIELD BY MARRIOTT	3
		BEST WESTERN HOTELS & RESORTS	2
		BOJANGLES	2
		DQ TREAT	2
		MICROTEL INN & SUITES BY WYNDHAM	2
		NAF NAF MIDDLE EASTERN GRILL	2
		BIMBO FOODS BAKERIES DISTRIBUTION	1
		HAMPTON INN BY HILTON	1
		JET'S PIZZA	1
		MAINSTAY SUITES EXTENDED STAY BY CHOICE HOTELS	1
8	ARAMARK		557
		CHICK-FIL-A	120
		EINSTEIN BROS. BAGELS	99
		PANDA EXPRESS	44
		OATH PIZZA	40
		WHICH WICH	24
		DUNKIN'	22
		MOE'S SOUTHWEST GRILL	19
		PAPA JOHN'S	18
		STEAK 'N SHAKE	18
		PIZZA HUT	17
		SUBWAY	15
		FRESHII	14
		QDOBA MEXICAN EATS	14
		JAMBA	11
		RAISING CANE'S	9
		MOOYAH	5
		PANERA BREAD	5
		TACO BELL	5
		TIM HORTONS	5
		AUNTIE ANNE'S	4
		BURGERFI	4
		ERBERT & GERBERT'S	4
		MCALISTER'S DELI	4
		WAHOO'S FISH TACO	4
		CARIBOU COFFEE	3
		CHILI'S	3
		PJ'S COFFEE OF NEW ORLEANS	3
		QUIZNOS	3
		WENDY'S	3
		KFC	2
		LA MADELEINE	2
		PACIUGO GELATO CAFFE	2

RANK	COMPANY	BRANDS	UNITS
		VILLAGE JUICE CO.	2
		BAJA FRESH	1
		DENNY'S	1
		DUNN BROTHERS COFFEE	1
		EXTREME PITA	1
		FIREHOUSE SUBS	1
		JERSEY MIKE'S	1
		RUSTY TACO	1
		SMASHBURGER	1
		TACO DEL MAR	1
		WING ZONE	1
9	HART GROUP		522
		WENDY'S	385
		TACO BELL	137
10	SIZZLING PLATTER		519
		LITTLE CAESARS	327
		JAMBA	88
		WINGSTOP	71
		DUNKIN'	20
		SIZZLER	8
		RED ROBIN	5
11	ARMY & AIR FORCE EXCHANGE SERVICES		482
		SUBWAY	123
		BURGER KING	105
		CHARLEYS	81
		POPEYES	58
		ARBY'S	29
		TACO BELL	24
		QDOBA MEXICAN EATS	23
		EINSTEIN BROS. BAGELS	19
		DUNKIN'	5
		BASKIN-ROBBINS	4
		REGAL NAILS SALON & SPA	3
		RICE KING	3
		WING ZONE	2
		PIZZA HUT	1
		SLIM CHICKENS	1
		TACO JOHN'S	1
12	GPS HOSPITALITY		477
		BURGER KING	395
		PIZZA HUT	63
		POPEYES	19
13	CHARTER FOODS		435
		TACO BELL	355
		LONG JOHN SILVER'S	42
		KFC	27
		A&W	6
		PIZZA HUT	5
14	AMPLER GROUP		433
		BURGER KING	142
		LITTLE CAESARS	103
		TACO BELL	92
		CHURCH'S CHICKEN	91
		PIZZA HUT	5
15	TASTY RESTAURANT GROUP		420
		PIZZA HUT	221
		KFC	90
		BURGER KING	68
		DUNKIN	20
		TACO BELL	15
		BASKIN-ROBBINS	6
16	WKS RESTAURANT GROUP		387

RANK	COMPANY	BRANDS	UNITS
		WENDY'S	140
		DENNY'S	124
		EL POLLO LOCO	70
		KRISPY KREME	43
		BLAZE PIZZA	10
17	HARMAN MANAGEMENT		354
		KFC	245
		A&W	109
18	SUMMIT RESTAURANT GROUP (NEIGHBORHOOD HOSPITALITY)		350
		IHOP	238
		APPLEBEE'S	112
19	ALLINE SALON GROUP		347
		SUPERCUTS	242
		COST CUTTERS	105
20	QUALITY RESTAURANT GROUP		342
		PIZZA HUT	172
		SONIC	76
		MOE'S SOUTHWEST GRILL	67
		ARBY'S	27
21	TACALA		335
		TACO BELL	334
		KFC	1
22	RBD CALIFORNIA RESTAURANTS		330
		KFC	320
		TACO BELL	10
23	PACIFIC BELLS		330
		TACO BELL	263
		BUFFALO WILD WINGS	66
		KFC	1
24	K-MAC ENTERPRISES		327
		TACO BELL	318
		KFC	9
25	AMPEX BRANDS		319
		KFC	150
		PIZZA HUT	112
		LONG JOHN SILVER'S	32
		TACO BELL	14
		A&W	11
26	DIVERSIFIED RESTAURANT GROUP		315
		TACO BELL	289
		ARBY'S	26
27	DESERT DE ORO FOODS		302
		TACO BELL	185
		PIZZA HUT	90
		KFC	27
28	SODEXO		300
		CHICK-FIL-A	74
		EINSTEIN BROS. BAGELS	66
		SUBWAY	22
		DUNKIN'	21
		PIZZA HUT	18
		QDOBA MEXICAN EATS	12
		JAMBA	10
		MOE'S SOUTHWEST GRILL	8
		STEAK 'N SHAKE	8
		GARBANZO MEDITERRANEAN FRESH	7
		TACO BELL	6
		ERBERT & GERBERT'S	5
		FRESHII	4
		BASKIN-ROBBINS	3

RANK	COMPANY	BRANDS	UNITS
		MCALISTER'S DELI	3
		PANERA BREAD	3
		PJ'S COFFEE OF NEW ORLEANS	3
		AUNTIE ANNE'S	2
		BAJA FRESH	2
		BLAZE PIZZA	2
		BURGER KING	2
		DENNY'S	2
		FIREHOUSE SUBS	2
		GODFATHER'S PIZZA	2
		NRGIZE LIFESTYLE CAFE	2
		PAPA JOHN'S	2
		THE HABIT BURGER GRILL	2
		WHICH WICH	2
		BARRY BAGELS	1
		DQ TREAT	1
		GOLD STAR CHILI	1
		MRS. FIELDS	1
		SBARRO	1
29	EYM GROUP		299
		PIZZA HUT	142
		DENNY'S	60
		KFC	48
		BURGER KING	27
		PANERA BREAD	19
		TACO BELL	3
30	THE COVELLI FAMILY LIMITED PARTNERSHIP		285
		PANERA BREAD	279
		DQ GRILL & CHILL	5
		DQ TREAT	1
31	G & M OIL CO		279
		CHEVRON	154
		EXTRAMILE	125
32	TA OPERATING/TRAVELCENTERS OF AMERICA		256
		POPEYES	68
		TACO BELL	37
		BURGER KING	34
		SUBWAY	32
		PIZZA HUT	29
		DUNKIN'	20
		ARBY'S	7
		CHARLEYS	5
		A&W	3
		BASKIN-ROBBINS	3
		BLACK BEAR DINER	3
		FAZOLI'S	3
		WENDY'S	3
		IHOP	2
		CARL'S JR.	1
		DQ TREAT	1
		JAMBA	1
		KFC	1
		SUPER 8 BY WYNDHAM	1
		TACOTIME	1
		TIM HORTONS	1
33	FUGATE ENTERPRISES		254
		PIZZA HUT	165
		TACO BELL	75
		SONIC	14
34	JIB MANAGEMENT (YADAV ENTERPRISES)		253
		JACK IN THE BOX	198

RANK	COMPANY	BRANDS	UNITS
		TGI FRIDAYS	55
35	FOURTEEN FOODS		243
		DQ GRILL & CHILL	240
		DQ TREAT	3
36	COMPASS GROUP USA		240
		EINSTEIN BROS. BAGELS	58
		PAPA JOHN'S	25
		PANDA EXPRESS	24
		DUNKIN'	21
		SUBWAY	15
		MOE'S SOUTHWEST GRILL	9
		PIZZA HUT	9
		JAMBA	8
		PJ'S COFFEE OF NEW ORLEANS	7
		STEAK 'N SHAKE	7
		CARIBOU COFFEE	4
		JERSEY MIKE'S	4
		WENDY'S	4
		CHILI'S	3
		QDOBA MEXICAN EATS	3
		TIM HORTONS	3
		WHICH WICH	3
		BOJANGLES	2
		FIREHOUSE SUBS	2
		FREDDY'S FROZEN CUSTARD & STEAKBURGERS	2
		FRESHII	2
		KFC	2
		PITA PIT	2
		SBARRO	2
		SLIM CHICKENS	2
		SMASHBURGER	2
		AUNTIE ANNE'S	1
		BAJA FRESH	1
		BASKIN-ROBBINS	1
		BLIMPIE	1
		BURGER KING	1
		ERBERT & GERBERT'S	1
		ILLY CAFFE	1
		MOD PIZZA	1
		PANERA BREAD	1
		PINKBERRY	1
		PLANET SMOOTHIE	1
		POPEYES	1
		QUIZNOS	1
		TACO BELL	1
		THE HABIT BURGER GRILL	1
37	CMG COMPANIES		231
		KFC	194
		TACO BELL	37
38	BORDER FOODS		231
		TACO BELL	217
		CHURCH'S CHICKEN	14
40	HMSHOST		231
		BURGER KING	62
		SBARRO	24
		CHILI'S	16
		ROY ROGERS	15
		QUIZNOS	14
		CHICK-FIL-A	13

RANK	COMPANY	BRANDS	UNITS
		NATHAN'S FAMOUS	13
		POPEYES	13
		CALIFORNIA PIZZA KITCHEN	9
		FIREHOUSE SUBS	7
		PIZZA HUT	7
		SMASHBURGER	6
		LA MADELEINE	5
		DUNKIN'	4
		EINSTEIN BROS. BAGELS	3
		TCBY	3
		BLAZE PIZZA	2
		KELLY'S CAJUN GRILL	2
		PANDA EXPRESS	2
		BAJA FRESH	1
		BLIMPIE	1
		BURGERFI	1
		GREAT STEAK	1
		JERSEY MIKE'S	1
		MAGGIANO'S LITTLE ITALY	1
		MOE'S SOUTHWEST GRILL	1
		ON THE BORDER	1
		PACIUGO GELATO CAFFE	1
		STEAK 'N SHAKE	1
		THE COUNTER	1
41	FEAST ENTERPRISES/BESHAY ENTERPRISES/DMSD FOODS		218
		JACK IN THE BOX	173
		DENNY'S	36
		POPEYES	9
42	APPLE HOSPITALITY REIT		218
		HILTON GARDEN INN	41
		HAMPTON INN BY HILTON	39
		COURTYARD BY MARRIOTT	33
		HOMEWOOD SUITES BY HILTON	33
		RESIDENCE INN BY MARRIOTT	29
		HOME2 SUITES BY HILTON	10
		FAIRFIELD BY MARRIOTT	9
		TOWNEPLACE SUITES BY MARRIOTT	9
		SPRINGHILL SUITES BY MARRIOTT	8
		EMBASSY SUITES BY HILTON	2
		HYATT PLACE	2
		MARRIOTT HOTELS	2
		HYATT HOUSE	1
43	AKASH MANAGEMENT		216
		CARL'S JR.	166
		PIEOLGY	31
		JAMBA	14
		ARBY'S	4
		WINGSTOP	1
44	ADT PIZZA		206
		PIZZA HUT	205
		LITTLE CAESARS	1
45	COTTI FOODS CORPORATION		203
		WENDY'S	111
		TACO BELL	87
		PIEOLGY	5
46	NORTHWEST RESTAURANTS		203

RANK	COMPANY	BRANDS	UNITS
		TACO BELL	134
		KFC	57
		A&W	12
47	YELLOWHAMMER SALON GROUP		199
		SMARTSTYLE	184
		COST CUTTERS	12
		SUPERCUTS	3
48	GS DALLAS GROUP		195
		SUBWAY	123
		WINGSTOP	69
		EUROPEAN WAX CENTER	2
		TROPICAL SMOOTHIE CAFE	1
49	CIRCLE K STORES		192
		SUBWAY	158
		CHURCH'S CHICKEN	8
		BLIMPIE	7
		HARDEE'S	6
		DQ GRILL & CHILL	4
		DQ TREAT	4
		NOBLE ROMAN'S	3
		HUDDLE HOUSE	2
50	GHAI MANAGEMENT SERVICES		192
		BURGER KING	135
		TACO BELL	40
		POPEYES	17

TOP 25 BRANDS OF THE 2023 MULTI-BRAND 50		
RANK	BRAND	UNITS
1	TACO BELL	3,145
2	BURGER KING	2,776
3	PIZZA HUT	2,535
4	KFC	2,025
5	WENDY'S	973
6	SUBWAY	944
7	ARBY'S	942
8	POPEYES	781
9	APPLEBEE'S	684
10	PANERA BREAD	456
11	LITTLE CAESARS	432
12	JACK IN THE BOX	371
13	IHOP	280
14	DQ GRILL & CHILL/DQ TREAT	278
15	DUNKIN'	260
16	EINSTEIN BROS. BAGELS	245
17	SUPERCUTS	245
18	DENNY'S	223
19	CHICK-FIL-A	207
20	SMARTSTYLE	184
21	CINNABON	175
22	CARL'S JR.	167
23	CHEVRON	154
24	A&W	141
25	WINGSTOP	141



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■ FAST FACTS

FRANCHISING SINCE:
1976, Founded in 1924

MULTI-UNIT FRANCHISEE
OPERATING UNITS: 746

TOTAL OPERATING UNITS:
Over 5,900 Globally

COMPANY OPERATING UNITS: 235

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

FRANCHISE FEE: One-time affiliation fee of \$5,000 (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 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 to maximize their profits and compete effectively with larger stores. Today, Ace is globally known and locally owned in over 70 countries.

■ DEMOGRAPHICS

Ace stores come in all sizes and shapes based on the needs of each individual neighborhood. We have small urban stores, large rural stores and everything in between. Ace wants its owners to think and operate with a degree of uniqueness, catering to the neighborhoods they serve. As a result, no two stores have the same footprint or product selection, and many even have unique names.

■ 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 new investors. In addition, Ace provides loans and incentives to support retailers interested in future growth.

■ QUALIFICATIONS

Minimum financial requirements include unencumbered cash of \$250,000 and a net worth of \$400,000. 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. Ace operates as a cooperative. Retailers are eligible to receive a patronage distribution based on the volume of merchandise they purchase from Ace.

■ RANKINGS & AWARDS

- No. 5 in Franchise Times Top 400 Franchises
- No. 1 in the category in Entrepreneur Magazine's Top 500 Franchises
- No. 5 overall in Entrepreneur Magazine's Top 500 Franchises
- No. 1 in customer service in Forbes Magazine's 2024 rankings in the home improvement category
- 12 years in a row of net new domestic store growth
- 16 out of 17 years as Highest Customer Satisfaction, according to JD Power



BatteriesPlus 
Power it. Light it. Fix it.

VICTOR DAHER

VP of Franchise Development

561-716-6162

vdaher@batteriesplus.com

www.batteriesplusfranchise.com

■ OPPORTUNITY DETAILS

Batteries Plus is a stable business that offers needs based products and services. We offer investors a stable and predictable business model, with access to reliable lending partners. In addition, we offer exceptional proprietary systems, low staff count, a well-known name that's established and growing, access to B2B sales training, and ability to sell to B2B customers prior to store opening.

■ DEMOGRAPHICS

Ages 45-65:1. 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. 2. A partner combo: Operations specialist and a sales person, one knows how to operate the business, & knows how to go out and get new business. 3. An investor looking to diversify their portfolio with a stable and predictable business.

■ RANKINGS & AWARDS

- Ranked on the Entrepreneur Franchise 500 for 30 years in a row
- Entrepreneur Franchise 500 Hall of Fame
- 2023 Entrepreneur Best Franchise for Multi-Unit
- 2023 Franchise Times Top 400

■ QUALIFICATIONS

Multi-Unit Operations and Development Experience preferred, Net Worth: starting at \$350,000, Liquid Assets: \$175,000

■ 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.



■ FAST FACTS

FRANCHISING SINCE: 1992

MULTI-UNIT FRANCHISEE OPERATING UNITS: 471

TOTAL OPERATING UNITS: 722

COMPANY OPERATING UNITS: 117

CAPITAL INVESTMENT: \$197K-466K

FRANCHISE FEE: \$49,500

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



ALEX SAMIOS

Chief Growth Officer

franchising@dogtopia.com

www.dogtopia.com



■ FAST FACTS

FRANCHISING SINCE: 2005

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 123

TOTAL OPERATING UNITS: 268

COMPANY OPERATING UNITS: 6

FRANCHISE FEE: \$49,500

ROYALTY FEE: 7%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: Yes

AVAILABLE TERRITORIES: United States & Canada

■ OPPORTUNITY DETAILS

At 265+ 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 a seasoned leadership team and unparalleled support, we are the only pet services brand that has been able to scale effectively.

■ 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 & AWARDS

- Entrepreneur Franchise 500 - #1 in Pet category, #69 overall
- Franchise Business Review: 2024 Best in Category
- Franchise Business Review: 2023 Top Franchise, Top Franchise for Women, Top Recession-Proof Franchise, Top Franchise for Culture, Most Innovative Franchise, Best in Category
- Franchise Times, 2023 Top 400 List #268 (up from #325)

■ 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: 4,000 – 7,000 Square Feet

Work with National Commercial Real Estate Firm on Site Selection.





MOTEL 6 AND STUDIO 6 FRANCHISING

844-456-3633

franchiseopportunities@g6hospitality.com
g6hospitality.com/franchising

■ OPPORTUNITY DETAILS

We've been building franchisee success stories 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 and 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 and weekly rates.

■ RANKINGS & AWARDS

- Best Budget-Friendly Hotel Brand by USA Today's 10 Best Readers' Choice Awards
- Highest ranked economy lodging brand in the Top 50 Entrepreneur Franchise 500
- Top Military Friendly® Employer for 2024

■ DEMOGRAPHICS

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

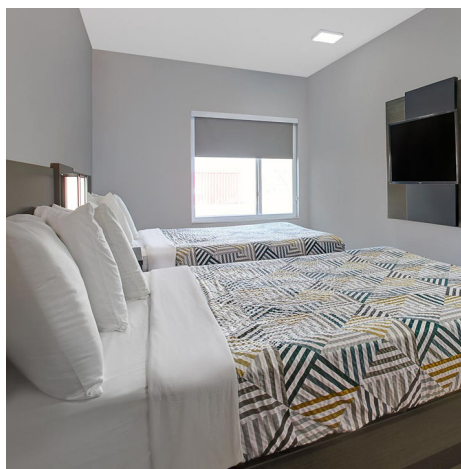


■ QUALIFICATIONS

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: 1996

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

TOTAL OPERATING UNITS:
Almost 1,500

CAPITAL INVESTMENT:
Conversion:
\$2,353 – \$15,106 per key
New Construction:
\$62,913 - \$82,541 per key

FRANCHISE FEE:
Initial Franchise Fee: \$30,000
Reservation Fee: 1% of gross rooms revenue

ROYALTY FEE:
5% of gross rooms revenue

ADVERTISING FEE: Program Fee: 3%

BUILD-OUT OPTIONS: Conversion and new construction opportunities

AVAILABLE TERRITORIES:
Franchising nationally in US & Canada



MY SALON Suite®

SCOTT KRUPA

VP, Franchise Development

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www.mysalonsuite.com/franchise



■ FAST FACTS

FRANCHISING SINCE: 2012

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 68

TOTAL OPERATING UNITS: 325+

CAPITAL INVESTMENT:
\$823,344 - \$2,241,800

FRANCHISE FEE:
\$50,000 for 1 Unit, \$100,000 for 2
units, \$125,000 for 3 units

ROYALTY FEE: 5.5%

ADVERTISING FEE: \$200

EARNINGS CLAIMS: 93.5% Average
Accupancy/46.4% 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 replace with 3,400 sq ft to as large as 14,000 sq ft, with an average site of around 6,000 sq ft.

■ RANKINGS & AWARDS

- Entrepreneur Magazine Franchise 500 Ranking, #75
- Franchise Business Review Satisfaction Award Best in Category
- Franchise Dictionary 100 Game Changers

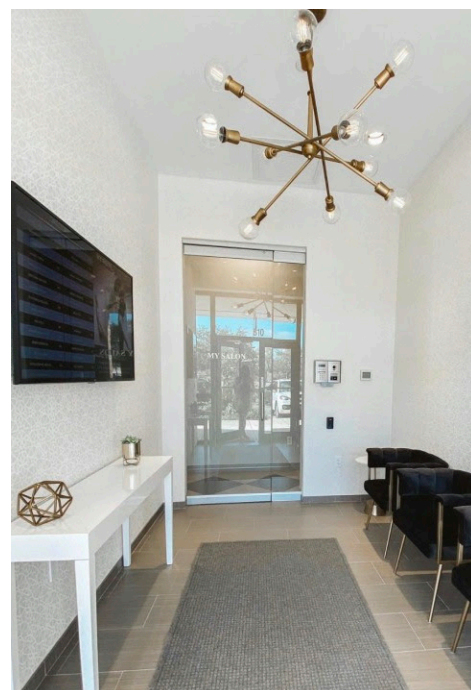
■ QUALIFICATIONS

\$500,000 Liquid

\$1.5 million net worth Minimum

■ SITE ASSISTANCE

Yes absolutely. MY SALON Suite uses a company with a national network of brokers to help our franchise partners to find locations that fit our specific site needs.





CHARLES J. BONFIGLIO

Chief Executive Officer

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www.tintworld.com/franchise-opportunities

■ OPPORTUNITY DETAILS

TINT WORLD®, America's leading automotive accessories and window tinting franchise, offers services including window tinting, protective films, vehicle wraps, auto lighting, audio, electronics, security systems, wheels, tires, detailing, ceramic coatings, as well as maintenance, repair, and installation services. We also provide specialized residential, commercial, and marine services.

■ DEMOGRAPHICS

TINT WORLD® invites entrepreneurs from diverse backgrounds to join our rapidly expanding franchise network. Ideal for veterans, women, minorities, and young business owners, our franchise offers comprehensive training, marketing support, and a proven business model.

■ RANKINGS & AWARDS

TINT WORLD® is recognized within the franchise industry, with key awards including Entrepreneur's Franchise 500 and the Franchise Times' Top 400. Our achievements extend to the Inc. 5000, recognizing our rapid growth. In 2023, we earned a high FRANDATA FUND Score of 885, affirming our financial stability and trustworthiness.

■ QUALIFICATIONS

Automotive experience is not a prerequisite. Ideal candidates are those with strong business acumen and excellent customer service skills. The franchise provides extensive training and support, making it accessible to anyone. TINT WORLD® offers a dynamic business model for entrepreneurs who meet the financial requirements and are keen to grow within a leading brand.

■ SITE ASSISTANCE

TINT WORLD® provides site assistance for franchisees, aiding in location scouting, lease negotiation, and site analysis. We ensure locations comply with zoning laws and offer design and layout guidance for optimal operation. Our support in construction and setup helps franchisees establish their business in prime locations, aligning with our brand's high standards and operational efficiency.



■ FAST FACTS

FRANCHISING SINCE: 2007

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 150

TOTAL OPERATING UNITS: 150

COMPANY OPERATING UNITS: 0

CAPITAL INVESTMENT: up to 450k

FRANCHISE FEE: \$49,950

ROYALTY FEE: 6%

ADVERTISING FEE: \$450/week

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Custom

AVAILABLE TERRITORIES:
National & International



american family care®
The Right Care. Right Now.

PAIGE ROBINSON

VP of Franchise Development

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www.afcfranchising.com



■ **FAST FACTS**

FRANCHISING SINCE: 2013

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 200

TOTAL OPERATING UNITS: 350+

COMPANY OPERATING UNITS: 82

CAPITAL INVESTMENT: \$1.6

FRANCHISE FEE: \$60,000

ROYALTY FEE: 6%

ADVERTISING FEE: 1%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS:
3 Prototype Models

AVAILABLE TERRITORIES: Territories
across 40 states are available.

■ **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.

■ **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.

■ **RANKINGS & AWARDS**

- Entrepreneur Franchise 500 2013-2023, Ranked #1 in Category 2023
- Franchise Times Top 500 No. 71
- Franchise Times Fast & Serious 2023
- Fund 890 2023

■ **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.

■ **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.





CAMP BOW WOW®

DOGGY DAY CARE & BOARDING • GROOMING

TODD HAAVIND

Vice President of Franchise Development

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todd.haavind@cbwcorp.com

www.campbowwow.com/franchising

■ OPPORTUNITY DETAILS

Camp Bow Wow is a state-of-the-art dog day care and boarding facility offering multiple revenue streams and a proven model. Franchise owners maximize their earnings potential while catering to our customers' needs and the well-being of their dogs. Our strong unit-level economics keep franchise owners engaged in their business and growing with us - 46% of owners operate more than one unit.

■ DEMOGRAPHICS

Our franchise owners are:

- Passionate about business
- Passionate about dogs
- Able to work in a high-energy environment
- Able to instill a strong service culture and lead by example
- Business-savvy
- Willing and excited to be involved in their community

■ RANKINGS & AWARDS

- Entrepreneur Franchise 500 for 15 consecutive years
- Franchise Times Top 500
- Franchise Innovation Awards

■ QUALIFICATIONS

Prospective owners must love dogs as much as our customers do, and they must love running a business that puts dogs and their well-being first.

- \$800,000 Minimum Net Worth
- \$400,000 Minimum Liquidity
- Owner Operator and Absentee Models Available
- Multi-Unit Growth Opportunities

■ SITE ASSISTANCE

Camp Bow Wow works with franchise owners 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. Whether seeking a build-out, or a ground up unit, our Real Estate and Construction team is here to support and streamline the process.



■ FAST FACTS

FRANCHISING SINCE: 2003

MULTI-UNIT FRANCHISEE OPERATING UNITS: 46%

TOTAL OPERATING UNITS: 217

COMPANY OPERATING UNITS: 3

CAPITAL INVESTMENT: \$400,000

FRANCHISE FEE: \$50,000

ROYALTY FEE: 7%

ADVERTISING FEE: 1%

EARNINGS CLAIMS: 47% of units in 2022 had a AUV of \$1,019,199

BUILD-OUT OPTIONS: 5,000-8,000 square feet

AVAILABLE TERRITORIES: Most of the U.S





KIMBERLY WOLFF
VP Franchise Sales & Development
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■ FAST FACTS

FRANCHISING SINCE: 2019

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

TOTAL OPERATING UNITS: 21

COMPANY OPERATING UNITS: 26

CAPITAL INVESTMENT:
\$818k to \$2.6M

FRANCHISE FEE: \$60,000

ROYALTY FEE: 7%

ADVERTISING FEE: \$575/week

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Retrofit
and ground-up: standalone, retail,
business park, flex, or office

AVAILABLE TERRITORIES: USA



■ OPPORTUNITY DETAILS

Since 1994, Celebree School, a leader in early childhood education, provides infant/toddler care, preschool, before/aftercare, and summer camps. We integrate curriculum and connection to meet diverse needs while adhering to state guidelines. Introduced in 2019, our franchise opportunity invites entrepreneurs to invest in their financial future with our proven business model and brand.

■ DEMOGRAPHICS

Single or multi-unit opportunities available. The site requirements are approximately 9,000 - 10,000 sq. ft. to hold 10 classrooms. The outdoor play area is approximately 5,000 - 6,000 sq. ft. of adjacent space. Each school is maximized to licensing and accreditation standards. Opportunities available nationwide.

■ RANKINGS & AWARDS

- 2024 Top Franchise 500 (Entrepreneur Magazine)
- 2023 Top New and Emerging Franchises (Entrepreneur Magazine)
- 2023 Franchise Times Top 400

■ QUALIFICATIONS

No education experience is required. Community involvement and team building experience required. Financial requirements vary by market, but generally are \$250K minimum liquid capital and \$750K minimum net worth per franchise owner.

■ SITE ASSISTANCE

The skilled Real Estate team at Celebree collaborates with franchisees to expertly navigate through the challenges associated with site selection and development. We provide pre-approved sites (select markets), LOI negotiation, lease negotiation, permitting, licensing and fit-out support. Most franchisees choose to retrofit/remodel though ground-up opportunities are available. Lease and own options.





SCOTT WENDRYCH

Chief Development Officer

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www.FYZICALfranchise.com

■ OPPORTUNITY DETAILS

No healthcare experience needed! FYZICAL offers an exciting franchise investment opportunity for entrepreneurs who are looking to break into \$53.08 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.

■ 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.

■ RANKINGS & AWARDS

2023:

- Franchise Times | ZOR Award: Healing Touch: Top Franchise to Buy
- Entrepreneur - #1 Physical Therapy Franchise, Top 150 Brands for Multi Unit Owners, Entrepreneur - Fastest Growing Franchises #98
- Inc 5000 - Fastest Growing,
- Franchise Business Review - Most Innovative Franchises

■ QUALIFICATIONS

- 1 Unit - \$350K net worth/\$150K Liquid
- 2 Unit - \$500K net worth/\$225K Liquid
- 3 Unit - \$650K net worth/\$350K Liquid

■ 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.



■ FAST FACTS

FRANCHISING SINCE: 2013

MULTI-UNIT FRANCHISEE OPERATING UNITS: (49%) 270

TOTAL OPERATING UNITS: 553

COMPANY OPERATING UNITS: 60

CAPITAL INVESTMENT: \$192k - 479k

FRANCHISE FEE: \$49,000

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 or CA.





HARRY SLADICH

Founder & CDO
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■ FAST FACTS

FRANCHISING SINCE: 2021

MULTI-UNIT FRANCHISEE
OPERATING UNITS: 1

TOTAL OPERATING UNITS: 6

COMPANY OPERATING UNITS: 3

CAPITAL INVESTMENT: \$80K-\$150K

FRANCHISE FEE: \$40,000

ROYALTY FEE: 5%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: Yes

AVAILABLE TERRITORIES:
Nationwide



■ OPPORTUNITY DETAILS

GoJoe Patrol has successfully reimaged the decades-old perception and stereotype of the traditional Security Guard industry. We have created a brand that transforms the business of private security into a meaningful, modern model that exceeds expectations, gives back, and gets hired in this growing, \$46 Billion industry. Security is an essential business. GoJoe Patrol is a 25+ year, privately held company.

■ SITE ASSISTANCE

The brand has an extremely experienced team that works side by side with you before and after opening to ensure your success. With weekly calls, well-defined and protected territories, we will help you launch this much needed business into your community with the necessary systems, SOP's, technology, marketing, and sales training. We help you easily understand the business, the customers and where to find them.

■ QUALIFICATIONS

We are awarding locations to individuals with a track record of success, passion for the brand, and a desire to help others and become involved in their communities. No prior security experience is required, we will help guide you through the process. Credit score of 700+ and liquid assets of no less than \$100,000. Military, law enforcement & first responders will receive a 20% discount off the IFF.





PATTY CROWE

Director of Franchising

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■ OPPORTUNITY DETAILS

Join a franchise making waves! Entrepreneur's #1 children's swimming lesson franchise, Goldfish Swim School is the premier learn-to-swim brand. Lessons are taught by trained instructors in a safe, fun, indoor school. Annually, over 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 family-focused communities across North America. Areas with high densities of children up to 9 years, with household incomes of \$150k+ are ideal. Our tropical-themed schools average 6,000-9,000 sq ft & require approximately 80-100 parking spots. As a data-driven franchise, Goldfish has identified territories that are perfect places to jump in!

■ SITE ASSISTANCE

Once awarded, you'll have access to our network of real estate professionals to assist in site selection! From market tours to broker selection and signing, you'll be guided at every step. You'll also have support from the Goldfish Construction Team and approved project managers throughout the process, as well as ongoing facility support.

■ QUALIFICATIONS

We seek qualified, multi-unit franchisees. 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. \$1.0MM in liquid capital and \$2.0MM net worth required. Ownership requires active engagement in the business along with support of a strong general manager.

■ RANKINGS & AWARDS

- 2015-2024 Entrepreneur Franchise 500. #1 in Category.
- 2024 Franchise Times Fast & Serious; Zor Award
- 2024 Franchise Business Review Top 200 Franchise
- 2023 Entrepreneur Top Multi-Unit Brand
- 2024 Inc Regionals Midwest; 2023 Inc 5000
- 2023 IFA Franchisee of the Year
- 2023 Franchise Times Top 400
- 2023 Franchise Dict. Mag. Women of Wonder

■ FAST FACTS

FRANCHISING SINCE: 2009

MULTI-UNIT FRANCHISEE
OPERATING UNITS: 2/3 of owners are multi-unit operators

TOTAL OPERATING UNITS: 165

COMPANY OPERATING UNITS: 4

CAPITAL INVESTMENT:
\$1.6MM-\$3.7MM

FRANCHISE FEE: \$50,000 for the first school; \$40,000 for 2+ locations

ROYALTY FEE: 6% of gross sales

ADVERTISING FEE: 2% of gross sales

EARNINGS CLAIMS: See Item 19

BUILD OUT: Free-Standing, Inline, or End Cap with avg of 6,000-9,000 sq feet required

AVAILABLE TERRITORIES: California, Dallas, Tampa, Phoenix, Ontario, Ottawa, and Vancouver, B.C.





SEAN RENTCHLER

Director Franchise Development

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<https://massageluxe.com/franchise-opportunities>

■ FAST FACTS

FRANCHISING SINCE: 2008

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

TOTAL OPERATING UNITS: 86

COMPANY OPERATING UNITS: 0

CAPITAL INVESTMENT: \$414K-768K

FRANCHISE FEE: \$42,500

ROYALTY FEE: 6%

ADVERTISING FEE: 3.5%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Urban,
Suburban, In-Line, End Cap,
or Free Standing

AVAILABLE TERRITORIES: US opportunities available for both single and multi-unit operators

LEARN MORE!



■ OPPORTUNITY DETAILS

MassageLuXe offers massage and skincare services in a luxurious yet affordable setting. Our membership-driven revenue, paired with additional income streams, offers a foundation for stability and diverse financial avenues. Our model encourages members to spend additional money while driving new customers into the spa through gift giving. Client engagement and membership conversion are things we excel at.

■ DEMOGRAPHICS

MassageLuXe clients prioritize wellness, self-care, or pain management. This aligns with a surging consumer movement towards prioritizing self-care which has further propelled massage services. As individuals increasingly recognize the benefits of regular services, MassageLuXe continues to cater to this expanding market segment, solidifying its relevance in today's health-conscious society.

■ RANKINGS & AWARDS

- 2024 Franchise Business Reviews Top 200
- 2024 Entrepreneur Magazine Franchise 500
- 2023 Franchise Update Medias Most Innovative Use of Technology- First Place
- 2023 Franchise Business Review Top Innovative Brands
- 2023 Entrepreneur Magazine Franchise 500
- 2023 Entrepreneurs Magazine Hall of Fame

■ QUALIFICATIONS

Many MassageLuXe franchisees opt to hire a general manager to oversee the daily operations of their spas. This decision allows owners to focus on broader business strategies and team development. Whether expanding a portfolio, seeking additional income, or hands-on management, our model supports diverse ambitions. Owners have a passion for wellness, financial stability for investment, and strong leadership skills.

■ SITE ASSISTANCE

Our team actively oversees every step of site selection and construction. Beyond analyzing demographics and local competition, we delve into psychographics and market behaviors, benchmarking against top-performing MassageLuXe locations. During construction, we collaborate closely with general contractors to ensure timely and efficient project completion.





JACKIE MENDES

Vice President, Franchise Development

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■ OPPORTUNITY DETAILS

Perspire Sauna Studio offers an intentionally simple low-labor business model in the rapidly growing wellness industry. We are a sauna-centric wellness sanctuary, offering infrared sauna, red light therapy, halotherapy, and contrast therapy. Our team provides comprehensive training, marketing, sales, systems and support for all phases of the studios growth.

■ SITE ASSISTANCE

We partner with a leading national commercial broker to lead in your site selection. We use multiple data points and criteria to identify best sites available in the trade area. All addressable markets have been defined nationwide and there are multi-unit development opportunities still available.

■ RANKINGS & AWARDS

- Entrepreneur #1 in Category 2023 and 2024
- Entrepreneur Top 500 Franchise - #336 2024
- Entrepreneur Top 500 Franchise - #400 2023

■ QUALIFICATIONS

We are seeking individuals who are passionate about science-backed health and wellness to improve the lives of their communities. Financially qualified candidates with leadership experience in business operations, sales, and/or marketing, or franchising is preferred.

■ DEMOGRAPHICS

Our core customer base has an average HH of \$90k+/year and prioritizes investing in preventative health and is open to seeking alternative solutions to support their physical and mental well-being.



■ FAST FACTS

FRANCHISING SINCE: 2018

MULTI-UNIT FRANCHISEE OPERATING UNITS: 45

TOTAL OPERATING UNITS: 51

COMPANY OPERATING UNITS: 6

CAPITAL INVESTMENT:
\$425k - \$737k

FRANCHISE FEE: \$45,000

ROYALTY FEE: 6%

ADVERTISING FEE: 2%

EARNINGS CLAIMS:
Item 19 Available

BUILD-OUT OPTIONS:
1,400-1,800 square ft

AVAILABLE TERRITORIES:
200+ multi-unit



AMANDA ELLIS
Franchise Development Manager
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■ FAST FACTS

FRANCHISING SINCE: 2004

MULTI-UNIT FRANCHISEE
OPERATING UNITS: 24%

TOTAL OPERATING UNITS: 262

COMPANY OPERATING UNITS: 110

CAPITAL INVESTMENT:
\$2.3-3.5 million

FRANCHISE FEE: \$75K

ROYALTY FEE: 6%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Free Standing,
Inline, Malls

AVAILABLE TERRITORIES: USA

■ OPPORTUNITY DETAILS

Scalable business opportunity with the worlds first and primary active entertainment company. Multiple revenue channels within business; jump time, memberships, birthday parties, food and beverage and merchandise. Sky Zone holds unparalleled name recognition, earned by offering more ways to play than anyone else in the active entertainment industry.

■ DEMOGRAPHICS

Ideal Territory Demographics: 150,000 popuation within a 30 minute drive time with 12-14,000 of that population being 5-12 year olds. Average household income of 70,000 or greater. Our parks range from 20,000-40,000 sq feet depending on the size of the market.

■ RANKINGS & AWARDS

- Ranked in Entrepreneur Media 2024 Franchise 500 and 2024 Franchise Times Top 400
- Franchise Times Fast and Serious List of 40 Smartest Growing Franchises

■ QUALIFICATIONS

To qualify for a Sky Zone franchise you must have access to 500K in cash or liquid assets. Our ideal candidate wants to grow with the brand and eventually own multiple units. Previous business ownership is not required, but leadership/ management experience is a must.

■ SITE ASSISTANCE

Our Director of Real Estate assigns every franchisee a local broker to head up the site search, submit LOL's and negotiate lease terms. Our extensive real estate network allows our brokers to be notified of openings in real estate before they are listed. Our park development team walks you through the design and construction. The goal is that you are a business owner but never alone in the process.



**EMILY SCHNEIDER**

Director of Franchising

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■ **OPPORTUNITY DETAILS**

Tide Cleaners, the leading brand in the laundry and dry cleaning industry presents a lucrative investment opportunity for prospective investors. With a brand heritage dating back to 1946, Tide Cleaners now extends its proven business model to entrepreneurs eager to capitalize on the growing demand for professional laundry services. The franchise now has almost 200 physical outlets in more than two dozen states.

■ **DEMOGRAPHICS**

- 40,000 population density within 6 min drive time
- Median Household Income of \$100,000+
- 25,000 Traffic Count (VPD)
- Grocery anchor preferred
- Strong site positioning with high visibility and easy access

■ **QUALIFICATIONS**

Tide is looking to award franchises to talented multi-unit operators.

- Net Worth: \$2,000,000
- Liquidity: \$1,000,000

■ **SITE ASSISTANCE**

At Tide we provide our franchisees with a dedicated real estate team and site selection tools to provide site selection assistance.

■ **RANKINGS & AWARDS**

- Ranked #1 in category in Entrepreneur's Franchise 500: 2019, 2020, 2021, 2022, 2023, 2024
- #1 Brand of Dry Cleaning & Laundry Services
- Backed by Fortune 50 company Procter & Gamble
- Official partner of the NFL

■ **FAST FACTS****FRANCHISING SINCE: 2008****MULTI-UNIT FRANCHISEE
OPERATING UNITS: 245****TOTAL OPERATING UNITS: 249****COMPANY OPERATING UNITS: 4****CAPITAL INVESTMENT: \$500,000+****FRANCHISE FEE: \$30,000-\$50,000****ROYALTY FEE: 6.5%****ADVERTISING FEE:
2% National, 2% Local****EARNINGS CLAIMS: Yes**

BUILD-OUT OPTIONS: Organic and acquisition opportunities. Freestanding, endcap, inline, grocery anchored

AVAILABLE TERRITORIES: Multi-unit territories available throughout the US





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■ FAST FACTS

FRANCHISING SINCE: 2017

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

TOTAL OPERATING UNITS: 22

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

■ 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, 2022 and 2023 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.





NICOLE PECORI

Franchising Director

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■ 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 10 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:
\$644,950 - \$2,451,000

FRANCHISE FEE: \$37,500

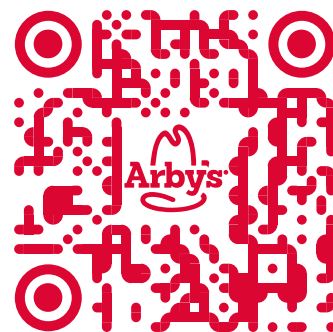
ROYALTY FEE: 4%
(incentives may apply)

ADVERTISING FEE: 4.2%

EARNINGS CLAIMS: Yes

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

AVAILABLE TERRITORIES:
Opportunities available nationally.



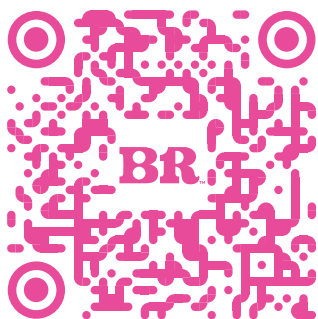
**JOSHUA LIGGINS**

Franchising Director

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■ **FAST FACTS****FRANCHISING SINCE:** 1945**TOTAL OPERATING UNITS:** 7,800**CAPITAL INVESTMENT:**
\$90,000 - \$625,000**FRANCHISE FEE:** \$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:**
Opportunities available nationally.■ **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 nontraditional 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



■ OPPORTUNITY DETAILS

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

■ BENEFITS

- \$2.6MM 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 hospitality operators
- 3-store minimum (built over 3.5 years)
- \$500k liquidity
- \$1.5MM minimum net worth



Valerie Mccartney

VP Franchise Sales & Development

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■ FAST FACTS

FRANCHISING SINCE: 2010

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 36

TOTAL OPERATING UNITS: 38

COMPANY OPERATING UNITS: 1

CAPITAL INVESTMENT: \$750k-1.2 mil

FRANCHISE FEE: \$35,000

ROYALTY FEE: 4%

ADVERTISING FEE: 1%

EARNINGS CLAIMS: Yes; \$2.6 mil average AUV (all stores)

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

AVAILABLE TERRITORIES: Major metro areas (except Southern California; Las Vegas, NV; Phoenix, AZ; Dallas, TX)



\$2.6 MM AVERAGE AUV*

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





*average of all stores open full year 2022-2024 FDD (with 2023 figures) released after printing of this directory.



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■ FAST FACTS

FRANCHISING SINCE: 1982

TOTAL OPERATING UNITS: 1,193

CAPITAL INVESTMENT:
\$2,481,500 - \$4,804,800

FRANCHISE FEE: \$25,000

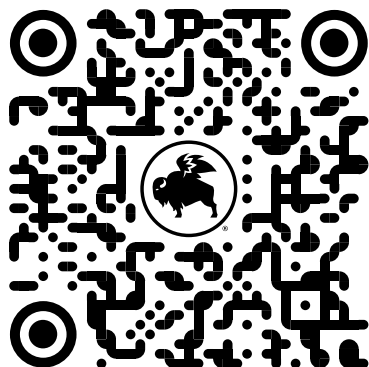
ROYALTY FEE:
5% (incentives may apply)

ADVERTISING FEE: 3.25%

EARNINGS CLAIMS: Yes

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

AVAILABLE TERRITORIES:
Opportunities available nationally.



■ 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

■ RANKINGS & AWARDS

- 2022 Entrepreneur Franchise 500® Top Food Franchise

■ 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.





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■ **OPPORTUNITY DETAILS**

Checkers & Rally's franchisees have access to multiple development formats, such as free-standing prototypes, C-Store/Travel Centers, Inline sites in large Metropolitan areas, and endcaps as well as other options that will support your real estate of choice. Layer this with advanced technology and menu innovations, Checkers & Rally's has the recipe for financial success.

■ **DEMOGRAPHICS**

Population of 10,000 within 1 mi. with daytime population of 5,000. Trade Area Drivers near Shopping Centers with Big Box Retailers, Value Brand Retailers, leisure destination and places of high employment. In Metropolitan areas, multiple public transportation options as well as high foot traffic.

■ **RANKINGS & AWARDS**

Checkers & Rally is consistently awarded on innovation, franchisee and guest satisfaction. In 2023 we received:

- Entrepreneur Franchise 500
- Franchise Business Review 2023 Top Franchise and Top Food Franchise
- QSR 50
- Franchise Times Top 200

■ **QUALIFICATIONS**

Checkers & Rally's is looking for owners with recent QSR experience that has liquid capital minimum of \$250,000, Net Worth minimum of \$750,000. Franchisees of non-competing brands with Multi-Unit operations experience preferred.

■ **SITE ASSISTANCE**

Our Real Estate Team supports our franchisees with identifying sites if needed, site selection and review and property control. They consider demographic studies, financial analytics, trade area and site characteristics to assist the franchisee in decision making on a property. Our Construction team also assists to facilitate all areas of construction up to restaurant openings.



■ **FAST FACTS**

FRANCHISING SINCE: 1989

**MULTI-UNIT FRANCHISEE
OPERATING UNITS: 547**

TOTAL OPERATING UNITS: 785

COMPANY OPERATING UNITS: 238

CAPITAL INVESTMENT: \$751-2.125m

FRANCHISE FEE: \$30,000

ROYALTY FEE: 4%

ADVERTISING FEE: 4.5%

EARNINGS CLAIMS: No

**BUILD-OUT OPTIONS: Free standing
or modular**

**AVAILABLE TERRITORIES: Markets in
multiple states**



MIKE PRINCE

Director of New Business Development

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■ FAST FACTS

FRANCHISING SINCE: 1969

**MULTI-UNIT FRANCHISEE
OPERATING UNITS: 100+**

TOTAL OPERATING UNITS: 1550

COMPANY OPERATING UNITS: 158

CAPITAL INVESTMENT: \$800K-\$1.9M

FRANCHISE FEE: \$15,000

ROYALTY FEE: 5%

ADVERTISING FEE: 5%

EARNINGS CLAIMS: AUV \$1,354,122

**AVAILABLE TERRITORIES:
Nationwide**

■ OPPORTUNITY DETAILS

We are an Enterprise Brand that is Reemerging in one of the hottest franchise sectors. After 72 year of continuous, compelling years in the business, Church's Texas Chicken has been in full relaunch mode with a new innovative store design as bold as it's Chicken! We are looking for multi-unit multi-brand franchisees that want to join the hottest space in the QSR Industry.

■ DEMOGRAPHICS

- Land Size: 25,000SF
- Building Size: 1,000 – 2,000SF
- Residential Population: 30,000 (2 miles)*
- Households: 15,000 (2 miles)*
- Household Income: \$60,000 (2 miles)*
- Traffic Counts: min 20,000 VPD

*These are averages; every trade area is different

■ QUALIFICATIONS

Commit to a minimum 3 Restaurants with a development agreement to be opened 1 per year schedule. Must have or an operating partner (10%) minimum of 3 years experience in QSR/Quick Service.

Verifiable \$1,000,000 liquid cash (unencumbered funds) and a minimum net worth of \$1.5mm.

■ SITE ASSISTANCE

Full suite of Real Estate technologies utilizing state of the art predictive analytics for all site approvals and market planning. Play to win with these services.

■ RANKINGS & AWARDS

- Entrepreneur 500 Fastest Growing
- Entrepreneur 500 Top Global Franchise
- Franchise Times 400



**DEBBIE MCGEE***Director of Franchise Sales*

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■ OPPORTUNITY DETAILS

Cicis is an iconic, modernized restaurant concept that pushes the limits of the family dining experience. As a well-established brand with nearly 300 restaurants across 23 states, Cicis is renowned for its all-you-can-eat pizza buffet concept and its game room options that vary in size as a key revenue driver. The flexible franchise ownership model accommodates individuals with varying levels of experience and capital, making it an ideal opportunity for those looking to invest in a dynamic and beloved pizza franchise.

■ DEMOGRAPHICS

Cicis is selectively awarding franchise opportunities to a variety of qualified franchisee candidates, including single-unit and multi-unit franchisees and other well-capitalized investors. The appeal of the Cicis business model transcends specific industry backgrounds, making it accessible to individuals with diverse experiences and skill sets, although the ideal Cicis franchisees have business operations experience and the capability to fully immerse themselves in the business.

■ RANKINGS & AWARDS

- Cicis Pizza received a 2023 Franchise Innovation Award in the Marketing and Branding category for its Local Marketing Leadership
- Cicis Pizza ranked number 185 in the 2023 Franchise Times Top 400
- Cicis Pizza was ranked #1 in Pizza Marketplace's Top 100 Movers and Shakers in Top 15 Marketing Campaigns for 2023

■ QUALIFICATIONS

Cicis Pizza is actively searching for passionate franchisees who are financially qualified, experienced, and committed to managing a buffet restaurant. Cicis is looking for partners who are well-capitalized, with access to a minimum of \$694,965 to \$1,019,140. The financial requirements include a net worth of \$500,000, of which \$250,000 must be liquid, and a credit score of at least 720.

■ SITE ASSISTANCE

Franchisees will work alongside a local real estate broker to identify the best site for your new restaurant. Cicis typically looks for a 3,200 – 4,000 plus square foot highly visible retail restaurant space, located in trade areas offering a strong combination of residential and daytime populations, retail presence, and complementary quick-serve restaurants. A space with the option for a drive-thru window is also recommended.

**■ FAST FACTS****FRANCHISING SINCE: 1987**

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:**
56 operators with multiple units

TOTAL OPERATING UNITS: 279**COMPANY OPERATING UNITS: 18**

CAPITAL INVESTMENT:
\$694,965 to \$1,019,140

FRANCHISE FEE: \$30,000**ROYALTY FEE: 5%****ADVERTISING FEE: 5%****EARNINGS CLAIMS: No**

**BUILD-OUT OPTIONS: 3,000 to
4,000+ square feet with game rooms
A, B and C options**

**AVAILABLE TERRITORIES: Single and
Multi-Unit development territories
available in most major markets with
primary focus in the Southeast and
Central United States**

DONATOS[®] PIZZA

Every piece is important.™

ERIC BROWN

Director of Franchise Development

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■ FAST FACTS

FRANCHISING SINCE: 1991

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

TOTAL OPERATING UNITS: 460+

COMPANY OPERATING UNITS: 51

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, AR, TN, SC, NC, MO, IL, IN,
KY, OH, WV, VA, MD, PA, MN, WI, NJ,
TX, KS, NE, SD, ND, IA

■ OPPORTUNITY DETAILS

Donatos is the #1 premium brand of delivered pizza. With an AUV among the highest in the industry of over \$1.23M, 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[®] 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.

■ QUALIFICATIONS

- Willing to grow and commit to multiple locations with a premium brand
- Financial requirements consist of a minimum of 300k liquid capital and 1M in net worth
- Past management and/or restaurant experience, including P&L management and a commitment to local marketing

■ SITE ASSISTANCE

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

■ 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)

■ RANKINGS & AWARDS

- 2023 Entrepreneur Franchise 500® #1 in Category
- 2023 Entrepreneur Franchise 500® Top 10 Franchise

■ QUALIFICATIONS

Requirements vary by market

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

■ 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:
\$121,400 - \$1,809,500

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:
Opportunities available nationally.





JONATHAN MORGAN

Director of Franchise Sales

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■ FAST FACTS

FRANCHISING SINCE: 2003

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 32

TOTAL OPERATING UNITS: 49

COMPANY OPERATING UNITS: 0

CAPITAL INVESTMENT:
\$619,500-\$931,500

FRANCHISE FEE: \$30,000

ROYALTY FEE: 6%

ADVERTISING FEE: 1.25%

EARNINGS CLAIMS:
See Item 19 of FDD

AVAILABLE TERRITORIES: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Texas



■ OPPORTUNITY DETAILS

With a lot of hard work, attention to detail, and help from others, Ellianos Coffee has become a dominant coffee drive thru brand in the Southeast U.S.

Even in the early stages, Ellianos achieved brand awareness in its market and gained thousands of loyal customers. We stand today by the same motto we did back in our early stages, to serve ITALIAN QUALITY AT AMERICA'S PACE®

■ DEMOGRAPHICS

Ellianos has seen success in a wide variety of location from rural to suburban:

- 15,000+ Cars Per Day
- Strong Daytime Population
- 25,000 trade area population
- Great Ingress/Egress
- Moderate Income Levels (Variety)

■ RANKINGS & AWARDS

- Top Food Franchise. FBR (Multi-Year)
- Top Franchise. FBR (Multi-Year)
- Entrepreneur Franchise 500 Ranked (Multi-Year)
- VetFran Discount
- IFA Member
- (25+ new units expected to open in 2024)

■ QUALIFICATIONS

- Passion for Customer Service
- \$150,000 cash or liquid capital
- Strategic & Business Minded
- Strong Work Ethic

■ SITE ASSISTANCE

- Traffic Analysis
- Demographics Software
- Physical Site Visit
- Site Concept Design
- Extensive Civil Support
- Architectural Plans



**JOYCE BUNN**

Franchise Development Director

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■ OPPORTUNITY DETAILS

Take advantage of our limited-time franchise development incentive program and add our iconic buffet concept to your portfolio in 2024. 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.

■ 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.

■ 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 help 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.

■ 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.

■ RANKINGS & AWARDS

As America's largest and only national buffet concept recognized as a top family and full service concept in the 2024 Entrepreneur Franchise 500, 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, a Top 50 ranking out of 500 from Nation's Restaurant News in both 2022 and 2023, and was considered one of America's most-loved brands by Yelp in 2023. Don't miss this golden opportunity to grow with a premier unlimited buffet concept, where delicious food and family-friendly hospitality are our bread and butter.

**■ FAST FACTS****FRANCHISING SINCE:** 1987**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 69.6%**TOTAL OPERATING UNITS:** 350+**COMPANY OPERATING UNITS:** 4**CAPITAL INVESTMENT:**
\$2,700,795 - \$7,037,915*
for a ground-up full new build-out*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



ERIN SNYDER
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■ FAST FACTS

FRANCHISING SINCE: 1989

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 90

TOTAL OPERATING UNITS: 126

COMPANY OPERATING UNITS: 5

CAPITAL INVESTMENT:
\$311,000 - \$936,000

FRANCHISE FEE: \$50,000

ROYALTY FEE: 6%

ADVERTISING FEE: Up to 3%
(1% spent locally)

EARNINGS CLAIMS: Yes - see item 19

BUILD-OUT OPTIONS: Inline, Endcap,
Stand-Alone. Walk-In and Walk-Up.
Exclusive Outdoor Patio seating
preferred. Drive-Thru optional

AVAILABLE TERRITORIES: Multi-unit
development territories throughout
the US with focus in southeast and
midwest.



■ OPPORTUNITY DETAILS

Handel's Homemade Ice Cream is made fresh daily, one batch at a time, at each location. As we have grown through the years, we have maintained this 75-year-old tradition that began with the company's founder, Alice Handel in Youngstown, Ohio. We continue to use Alice's secret recipes, with ingredients, equipment, and methods that are exclusive to Handel's. The result is the legendary ice cream that so many customers have fallen in love with, which has led to our growth from coast to coast and from generation to generation. We have more than 140 flavors that rotate seasonally with 48 delicious flavors available daily.

■ DEMOGRAPHICS

Many target markets have been identified throughout the US. Our preferred locations are near dense retail trade areas with superior real estate position in comparison to competition. We offer a variety of model types with a typical parlor build out between 1,500 - 2,300 sq ft with a minimum of 28' of frontage.

■ SITE ASSISTANCE

Experienced in-house real estate, design and construction team with network of real estate brokers and established vendor relationships. We use a data-driven site selection process to determine sites in trade areas that are competitive based on consumer demographics. Also provide preliminary site layout and design and construction guidance.

■ QUALIFICATIONS

We're looking for franchisees who want to make delicious ice cream with proven recipes and procedures, maintain our commitment to the highest quality, provide an exceptional customer experience, engage actively in their communities, and pursue excellence and sustained growth in their business. Financial requirement of a net worth of \$500,000 and unrestricted capital in the amount of \$250,000.

■ RANKINGS & AWARDS

- #182 in the 2024 Entrepreneur's Franchise 500® list
- Franchise Times Top 40 Fast & Serious List in 2023 and 2024
- Top 100 Most Iconic Ice Creams of the World ranking by Taste Atlas
- #1 Ice Cream on the Planet by National Geographic
- Top 10 Best Ice Cream Businesses by USA Today
- Top 500 Restaurants in America by Nation's Restaurant





MICHELLE SUDOVICH

Director of Franchise Development

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■ OPPORTUNITY DETAILS

Ready to dive into the exciting world of owning a sports bar franchise? Look no further than Hooters of America, a global sensation known for iconic Hooters Girls, serving craveable food in a lively atmosphere. Our proven business model makes it easy for franchisees to succeed with clever strategies, high-quality food and drinks, and expert operational support. Join our team and experience the excitement yourself.

■ DEMOGRAPHICS

Our perfect location criteria:

- High visibility of exterior and signage
- Retail synergy and late-night activity
- 100k population with 15k daytime population
- Median income \$65k - \$100k
- Building size 3,500-5,500 sq ft
- 80+ parking spaces

■ RANKINGS & AWARDS

- 2023 Franchise Times Top 400, #82
- 2023 Advertising Excellence Award
- 2022 Nations Restaurant News Top 500, #2

■ QUALIFICATIONS

If you're passionate about Hooters and want to create unforgettable experiences for people, we want you! We require candidates with a minimum of 3-5 years of experience in the restaurant industry or a partner with experience. Our best franchisees are bold, adventurous, and have excellent social and people skills. Join us and discover why we're one of the most beloved and sought-after restaurants in the world.

■ SITE ASSISTANCE

Our expert team will help you determine the perfect number of restaurants to develop, work with you on your development schedule, and ensure you secure the best territory for your Hooters location(s). We'll guide you through the franchise process, and provide unwavering support as you find the perfect location for your Hooters restaurant.



■ FAST FACTS

FRANCHISING SINCE: 1983

MULTI-UNIT FRANCHISEE OPERATING UNITS: 10

TOTAL OPERATING UNITS: 367

COMPANY OPERATING UNITS: 197

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

FRANCHISE FEE: \$75.00

ROYALTY FEE: 5%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: Yes

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

AVAILABLE TERRITORIES:
ALL USA and Internationally





STEVE CLOUGH
Director of Franchise Development
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■ FAST FACTS

- FRANCHISING SINCE: 1983
- MULTI-UNIT FRANCHISEE
OPERATING UNITS: 438
- TOTAL OPERATING UNITS: 521
- COMPANY OPERATING UNITS: 33
- CAPITAL INVESTMENT:
\$292,129 to \$567,248
- 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, AZ,
CO, DE, GA, IL, IN, KY, LA, MA, MI,
MS, MO, NV, NC, OH, OK, PA, SC,TN,
TX, UT, VA, WV



■ OPPORTUNITY DETAILS

Since its humble beginnings in 1973 as a hamburger stand turned takeout and delivery pizzeria in the Detroit suburb of Taylor, Michigan Hungry Howie's has become a top pizza franchise. With more than 500 stores in 21 states, the pizza brand aims to expand its national footprint by signing at least 10 more franchisees in 2024.

■ 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
- \$220,000 liquid assets
- \$650,000 net worth
- Credit score above 680
- Financing for up to \$500,000

■ RANKINGS & AWARDS

Consistently ranked as one of the Top 10 Pizza Chains.





VON DAWSON

Sr. Manager, Development

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■ 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 1,686 locations in the U.S. and 125 international, 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 nontraditional venues, the demographics will vary upon the venue.

■ RANKINGS & AWARDS

Entrepreneur Franchise 500 #1 in Breakfast/Brunch Category, 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.



■ FAST FACTS

FRANCHISING SINCE: 1958

MULTI-UNIT FRANCHISEE OPERATING UNITS: 1,732

TOTAL OPERATING UNITS: 1,811

TOTAL DOMESTIC UNITS: 1,686

TOTAL NON-TRADITIONAL UNITS: 44

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

ROYALTY FEE: 4.5%

ADVERTISING FEE: 3.5%

MINIMUM FINANCIAL REQUIREMENTS: \$500K liquidity and \$1.5M net worth

EARNINGS CLAIMS: No

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

AVAILABLE TERRITORIES: Northwest, Midwest, Northeast, Southeast

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.



NATHANIEL COMBS

Franchise Sales Associate

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■ FAST FACTS

FRANCHISING SINCE: 1991

TOTAL OPERATING UNITS:

791* Global

***As of Dec. 31, 2023**

CAPITAL INVESTMENT: \$367,150 - \$934,450 - Low estimate in range is based on a traditional store that does not include a drive-thru and high estimate is based on a traditional store that includes a drive-thru.

FRANCHISE FEE: \$35,500

ROYALTY FEE: 6-7%

ADVERTISING FEE: 3%

BUILD-OUT OPTIONS: Traditional stores, drive thrus, and non-traditional buildouts

AVAILABLE TERRITORIES: Global opportunities- contact us for specific territories

■ OPPORTUNITY DETAILS

You could Own the Whirl'd with a Jamba Franchise. Jamba started out in San Luis Obispo, CA, in 1990 as a little juice shop with a big idea: that eating better should be easy. For over 30 years, Jamba has led the way in making balanced options easier and more accessible by serving delicious, made-to-order smoothies, juices and bowls. Jamba has become the pioneer and leader in smoothies and juices.

■ DEMOGRAPHICS

Offering new franchises throughout the US and worldwide.

■ RANKINGS & AWARDS

Entrepreneur Franchise 500 (2024,2023,2022), Franchise Times Top 400

■ QUALIFICATIONS

It is essential for both parties to be confident that you will be a good fit, so we encourage you to engage in conversations with other franchisees and members of our executive team before committing to an agreement. Our sales team will go into greater detail about the specific requirements to franchise which may include attending a discovery day or interviews.

■ SITE ASSISTANCE

Our dedicated real estate team will provide real estate selection assistance and support.



This information is not intended as an offer to sell a franchise. We will not offer you a franchise until we have complied with disclosure and registration requirements in your jurisdiction. Contact Jamba Juice Franchisor SPV LLC, located at 5620 Glenridge Drive, NE, Atlanta, GA 30342, to request a copy of our FDD. RESIDENTS OF NEW YORK: 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 New York Department of Law. RESIDENTS OF MINNESOTA: MN Franchise Registration Numbers: Jamba Juice Franchisor SPV LLC: F-6111.



COREY QUINLAN

Franchising Director

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■ 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.



■ FAST FACTS

FRANCHISING SINCE: 1993

TOTAL OPERATING UNITS: 2,600+

CAPITAL INVESTMENT:
\$365,200 - \$674,200

FRANCHISE FEE: \$35,000

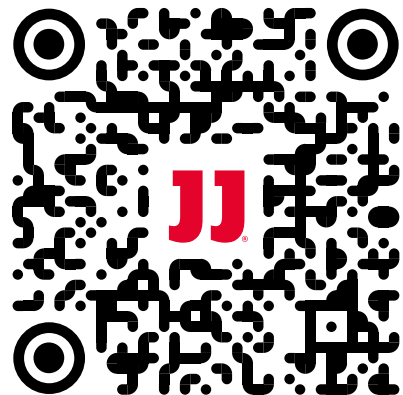
ROYALTY FEE: 6%
(incentives may apply)%

ADVERTISING FEE: 4.5%

EARNINGS CLAIMS: Yes

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

AVAILABLE TERRITORIES:
Opportunities available nationally.





SHANNON IVERSON, CFE

VP of Franchise Growth

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■ FAST FACTS

FRANCHISING SINCE: 2004

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

TOTAL OPERATING UNITS:
1,200 locations

CAPITAL INVESTMENT:
\$200,000

FRANCHISE FEE: \$25,000

ROYALTY FEE: 5.5%

ADVERTISING FEE: 7%

EARNINGS CLAIMS: \$1.22M 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

prime territories available now



■ OPPORTUNITY DETAILS

- \$1.22M Average Unit Volume.*
*based on the Average Sales Volume of the top 50% of our Franchised Stores for our fiscal year 2022. Based on our fiscal year 2022, 160 of 414 Franchised Stores in the category (or 39%) met or exceeded this average. This information appears in Item 19 of our 2023 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

- Marco's Pizza was ranked No. 48 on Entrepreneur Magazine's 2024 "Franchise 500" ranking
- #4 in Newsweek's 2024 "America's Best Customer Service" in pizza chains list
- Marco's Pizza was founded in 1978 in Ohio and has since grown to 1,200 units in 34 states, Puerto Rico and the Bahamas





MOOYAH
BURGERS • FRIES • SHAKES

PAM PARHAM

Director of Franchise Relations

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www.mooyahfranchise.com

■ OPPORTUNITY DETAILS

MOOYAH is a Texas-based fast-casual burger brand obsessed with the quality of our food and the experience we provide our guests, team members and franchise owners. We use only Certified Angus Beef, cut fresh veggies daily, bake our buns in-house, hand-cut French fries from Idaho potatoes, and hand-spin real ice cream in our shakes. One bite and you'll see why we're the best tasting burger in town!

■ DEMOGRAPHICS

- Minimum population density of 100,000 within 5-mile radius
- Average median household income of \$75,000+
- Strong anchor, high traffic visibility
- Mix business & residential trade area
- 1,400-2,100 sq ft (endcap/inline/drive-thru)

■ RANKINGS & AWARDS

- 2023 Entrepreneur Best Franchises for Diversity, Equity & Inclusion & Franchise Times Top 400
- 2023 & 2022 People's Choice Gold Award for Best Burgers in DFW by Dallas Morning News
- 2022 #14 Fast Casual Top 100 Movers & Shakers
- 2021 Steritech's Honorable Mention for Excellence in Food Safety

■ QUALIFICATIONS

- Current franchise owner
- Multi-unit ops experience
- Hospitality gene
- Strong business acumen
- Leadership skills
- Motivation & commitment
- Growth mindset

■ SITE ASSISTANCE

We provide a real estate expert who assists in locating a local broker in your area with guidance on site selection requirements. Potential sites are analyzed by our Development team using data-driven sophisticated technology. If site meets requirements, our team will travel to see site in person for final approval. We also assist in lease negotiation and construction.



■ FAST FACTS

FRANCHISING SINCE: 2007

MULTI-UNIT FRANCHISEE OPERATING UNITS: 37

TOTAL OPERATING UNITS: 82

COMPANY OPERATING UNITS: 1

CAPITAL INVESTMENT: \$496K-\$1.17M

FRANCHISE FEE: \$40,000

ROYALTY FEE: 6%

ADVERTISING FEE: 3%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Endcap, end-cap drive-thru, inline

AVAILABLE TERRITORIES: Nationwide



**JASON STEELE***President*

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**■ FAST FACTS****FRANCHISING SINCE:** 2023**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 6**TOTAL OPERATING UNITS:** 24**COMPANY OPERATING UNITS:** 5**ROYALTY FEE:** 7%**ADVERTISING FEE:** 2%**EARNINGS CLAIMS:** No**■ OPPORTUNITY DETAILS**

A juice bar concept that offers a full array of healthy options, including fresh, raw juices, smoothies, acai bowls and nutritional supplements. A socially responsible company that uses fresh fruit and veggies, high-quality ingredients, eco-friendly materials, and is always up to date with the latest trends to support healthy lifestyles.

■ QUALIFICATIONS

Capital: \$125,000 cash available and a net worth of \$250,000 Capacity: Do you have the time, capacity, or a manager that can handle the store successfully?

■ SITE ASSISTANCE

Yes, we take a hands on approach with our franchisees and use the latest software and research tools.

■ DEMOGRAPHICS

currently available opportunities in the following states: CA,OR,NV,AZ,UT,CO,TX,FL,NC,SC. For more information on other states please reach out to us.





PEPPER LUNCH

TROY HOOPER
CEO

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www.pepperlunchrestaurants.com

■ OPPORTUNITY DETAILS

Joining Pepper Lunch as a multi-unit franchisee offers a high reward venture into the experiential fast-casual dining sector with a distinct DIY teppanyaki concept. This model which features a no prep, no kill-low labor model appeals to all diners, especially the emerging Gen Z and Gen Alpha generations for its authenticity, value, and its tasty clean ingredient menu. Franchise owners gain from robust support in operations, training, and site selection; positioning themselves in a thriving market hungry for interactive and fresh culinary experiences. It's a compelling opportunity for entrepreneurs passionate about excellent operations, food, and being eager to be part of a growing globally recognized brand.

■ DEMOGRAPHICS

Pepper Lunch's core demographic primarily consists of energetic young adults, with 50% of guests under 30 years old. This group seeks more than just a meal; they desire dining experiences that echo their values of quality, community, and convenience. They tend to dine in groups, actively share their experiences on social media, and become loyal customers, contributing to long-term brand growth.

■ RANKINGS & AWARDS

- Fast Casuals 20 Brands To Watch 2024
- Franchise Times Top 400

■ QUALIFICATIONS

Pepper Lunch franchise qualifications include a strong restaurant business background, financial capability for investment, dedication to exceptional customer service, and a commitment to maintaining brand standards. Ideal candidates have experience in the multi-unit restaurant industry or in managing a team with a passion for food and innovation. They should be hands-on operators with the drive to grow within the Pepper Lunch franchise system, aiming to open multiple units and actively engage in their local community.

■ SITE ASSISTANCE

Pepper Lunch provides extensive on-boarding, training, site selection assistance, architectural, and building support.

This includes layout and design, optimizing for each location for operational efficiency and customer flow. Additionally, franchisees receive guidance on local market analysis, lease negotiations, and construction oversight, ensuring that each restaurant embodies the brand's distinct ambiance and operational standards, tailored to attract and serve our core demographic effectively. Lastly, they have established a secure and redundant supply chain for all ingredients, equipment, furniture, small wares and more.

■ FAST FACTS

FRANCHISING SINCE: 1994

**MULTI-UNIT FRANCHISEE
OPERATING UNITS: 387**

TOTAL OPERATING UNITS: 513

COMPANY OPERATING UNITS: 126

CAPITAL INVESTMENT: \$760,000

FRANCHISE FEE: \$30,000

ROYALTY FEE: 5%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: No

**BUILD-OUT OPTIONS:
All venue models**

AVAILABLE TERRITORIES: USA





MATT SAWICKI

Vice President, Franchise Sales

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■ FAST FACTS

FRANCHISING SINCE: 2001

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

TOTAL OPERATING UNITS: 754

COMPANY OPERATING UNITS: 28

CAPITAL INVESTMENT:
\$797,00-\$1,341,500

FRANCHISE FEE: \$40,000

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, Connecticut, Delaware, Florida, Georgia, Idaho, Illinois, Indiana, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Montana, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming

■ OPPORTUNITY DETAILS

With more than 750 stores operating across 29 states and commitments to open stores in 39 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!®'

■ RANKINGS & AWARDS

In 2024, Scooter's Coffee was ranked #2 in category on Entrepreneur's Franchise 500 and has been ranked #3 on Franchise Times Fast and Serious list for 3 years in a row. Also, Scooter's Coffee was recognized as the runner up for the best coffee chain and drive-thru in the nation according to USA Today's 10 Best Readers' Choice. Scooter's Coffee is also a member of the ICSC, Vet Fran, Franchise Registry, and IFA.

■ QUALIFICATIONS

To qualify as a Scooter's Coffee franchisee, owners must have access to at least \$250K 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.

■ 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.





SHAWN CARIC

VP Franchise Development

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■ OPPORTUNITY DETAILS

Smoothie King Franchises, Inc. is a privately held, Dallas-based franchise company with more than 1,300 units globally. 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.

■ 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

■ RANKINGS & AWARDS

- Entrepreneur Franchise 500 for the 33rd consecutive year, landing at No. 15 on the 2024 list
- 2024 Entrepreneur Franchise Hall of Fame • Franchise Times' 2023 "Top Brand to Buy" in the Beverage Category
- Franchise Business Review's 2024 Top 200 Franchises

■ QUALIFICATIONS

Candidates must have a credit score of 700+, liquid assets of \$150,000+ and a minimum net worth of \$350,000. 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.

■ 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.



■ FAST FACTS

FRANCHISING SINCE: 1989

MULTI-UNIT FRANCHISEE OPERATING UNITS: 874

TOTAL OPERATING UNITS: 1154 US units

COMPANY OPERATING UNITS: 58 US units

CAPITAL INVESTMENT: \$311,601+

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, Airports, Military Bases and Universities.

AVAILABLE TERRITORIES: USA



COREY QUINLAN

Franchising Director

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■ FAST FACTS

FRANCHISING SINCE: 1959

TOTAL OPERATING UNITS: 3,467

CAPITAL INVESTMENT: Traditional: \$1,714,200 - \$3,370,900 (excludes land) / Non-Traditional: \$361K - \$978K (excludes land)

FRANCHISE FEE: Traditional: \$45K

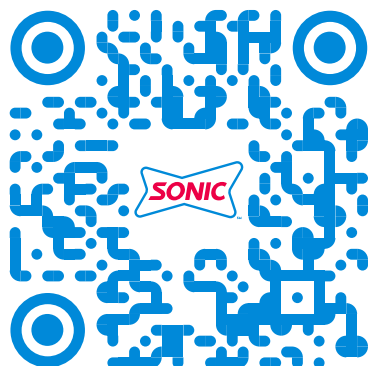
ROYALTY FEE: ~5.0%
(incentives may apply)

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:
Opportunities available nationally.



■ 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.





ANGELA BEEKS

Director of Franchise Sales

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■ OPPORTUNITY DETAILS

A Bean on top is just the beginning!

You'll find that being a part of The Human Bean franchise family is rewarding in more ways than one. Enjoy the strong support of our team, sales and giveback opportunities in your local community.

■ 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.

■ RANKINGS & AWARDS

- Entrepreneur Franchise 500 Award Winning Coffee
- Franchise Business Review Top Franchises
- Franchise Times Top 400
- Inc. 5000



■ QUALIFICATIONS

- Customer service oriented
- 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!

■ 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: 96

TOTAL OPERATING UNITS: 160

COMPANY OPERATING UNITS: 12

CAPITAL INVESTMENT:
\$552,350-1,058,890

FRANCHISE FEE: \$30,000

ROYALTY FEE: 0%

ADVERTISING FEE: 1%

EARNINGS CLAIMS: 884,304 AUV
(2022 FDD item 19)

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

AVAILABLE TERRITORIES:
United States



tropical SMOOTHIE CAFE®

FRANCHISE OPPORTUNITY

JENNIFER FOLGER

VP, Franchise Development

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www.tropicalssmoothiefranchise.com



■ FAST FACTS

FRANCHISING SINCE: 1998

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

TOTAL OPERATING UNITS: 1,350+

COMPANY OPERATING UNITS: 1

CAPITAL INVESTMENT:
\$296,500 - \$661,500

FRANCHISE FEE: \$17,500 - \$35,000

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



■ OPPORTUNITY DETAILS

Tropical Smoothie Cafe is a healthier, quick-casual restaurant brand with 1,350+ 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 dayparts. 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

- TOPSCORE Fund Award, by FRANData in 2023. Highest ranking among peers in the QSR segment.
- Entrepreneur Franchise 500, #1 in Smoothie/Juice category in 2024
- Entrepreneur Franchise 500, #13 overall in 2024
- QSR Fastest-Growing Fast-Food Chains in America ranked #8 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.



**EDUARDO MORITA**

Franchise Director

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■ OPPORTUNITY DETAILS

Pizza is one of the most popular products for customers in the whole world, which means a fast ramp up to reach profit. Beyond pizza, the franchisee has more options like chicken wings, salads and desserts. Our fast training process and logistics partner provide support for an easy operation. We feature an, "Open Kitchen" for customers to certify the good quality and continuous support from the franchisor for the best store results.

Tiago Favaretti, one of the founders, developed an exclusive recipe for UPizza. Pedro and Beto Giglio joined with him in this entrepreneurship to generate the best brand for pizza service. He participated in Napoli-Itália, one of the most recognized pizza birth places, training in original Italian Pizza. He brings the best pizza for all customers. In a short time, UPizza will be number one in customers preference. Join us in this worldwide success!

■ DEMOGRAPHICS

UPizza franchisees must have a passion for the best customer assistance, and has to be present in the business; either in person or by having managers present. Leadership is another desirable skill to manage the team and reach goals and develop wisdom to solve problems. Financial capability to invest in the business by your own resources or by financial institutions is necessary.

■ QUALIFICATIONS

- Investment from \$360,000 to \$520,000 (range may vary based in the local conditions)
- Estimated ROI – 4% monthly
- Pay Back – less than 2.5 years
- Semi absentee owner / operator
- Multi unit growth opportunities

■ SITE ASSISTANCE

We have a real estate team which will find the best location for your franchise. Once Pizza has a huge potential for pickup and delivery, we can detect the best cost benefits for the right location in the desirable area to increase the business profit

**■ FAST FACTS****FRANCHISING SINCE: 2024****MULTI-UNIT FRANCHISEE
OPERATING UNITS: 0****TOTAL OPERATING UNITS: 1****COMPANY OPERATING UNITS: 1****CAPITAL INVESTMENT: \$360k-\$520k****FRANCHISE FEE: \$35,000****ROYALTY FEE: 5%****ADVERTISING FEE: 2%****BUILD-OUT OPTIONS: Freestanding,
inline, conversions - 600-2,000 sqft****AVAILABLE TERRITORIES: USA**



TED MILBURN
Director of Franchise Development
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■ FAST FACTS

FRANCHISING SINCE: 1965

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 81

TOTAL OPERATING UNITS: 340+

COMPANY OPERATING UNITS: 1

CAPITAL INVESTMENT:
\$500,000 - \$1,900,000

FRANCHISE FEE: \$16,000 – \$32,000

ROYALTY FEE: 5%

ADVERTISING FEE: 1%

EARNINGS CLAIMS:
See our Item 19

BUILD-OUT OPTIONS: New
construction, Conversion or Endcaps
ranging from 800-1,800 square feet.

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

■ OPPORTUNITY DETAILS

Wiener Schnitzel is an iconic American brand with a 60+ year legacy in the QSR space. As the world’s largest and leading hot dog chain, Wiener Schnitzel sells 120 million hot dogs annually across its 340 franchised locations. The concept offers a delicious menu with low food costs and even simpler operations, providing operators with an efficient business model built for success. With flexible store formats, attractive development incentives and multiple revenue streams, it’s clear why entrepreneurs share our love for the World’s Most Wanted Wiener.

Franchisees come to this iconic brand because of simple operations, low food costs and less labor.

■ DEMOGRAPHICS

Our ideal candidates are interested in bringing the World’s Largest Hot Dog Franchise to their community with a 3-store signing, with optional right of first refusal to additional territory and development exclusivity. Franchisees should bring exceptional business experience, and we have a particular interest in those with multi-unit backgrounds.

■ RANKINGS & AWARDS

For seven consecutive years through 2024, Wiener Schnitzel has been ranked #1 in the Hot Dog category in Entrepreneur magazine’s, Franchise 500 list.

■ QUALIFICATIONS

Ideal franchise partners must be well-capitalized. The total investment necessary to begin operation of a new Wiener Schnitzel restaurant can range between \$500,000 to \$1,900,000. Financial requirements for a single store include a minimum liquid capital of \$300,000, and a net worth of \$1+ million. Prospective franchisees have the opportunity to join a brand that fills an unmet food segment in many markets, with numerous real estate options to work from.

■ SITE ASSISTANCE

We work hand-in-hand with franchisees throughout the real estate site selection process to identify ideal locations in your community. Once a site is secured, franchisees will work with our Construction Department where we assist with store plans, a construction manual, and dedicated personnel assistance throughout the entire store development process.





ZAXBYS



BERT LANE

VP of Franchise Sales

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■ 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: 942

COMPANY OPERATING UNITS: 150

CAPITAL INVESTMENT: \$1,391,700 to \$3,266,200

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



AMERICA WANTS HOT DOGS!



\$1,572,851 AUV*



HOT DOGS, HOT PROFITS!

- 4-years of Discounted Royalties, First 3-Stores
- \$20,000 Direct Local Marketing Spend**
- Owner/GM Training Fee Included

CALL TED

Director of Franchise Development

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wiener schnitzelfranchise.com



LOW FOOD COSTS SIMPLE OPERATIONS INCREDIBLE INCENTIVES

*AUV refers to average unit volume of unaudited gross sales shared by the top 25% of 303 Wiener Schnitzel restaurants open for the entire calendar year of 2022. 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.