

Multi-Unit Franchisee

SPECIAL ANNUAL EDITION

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25

BUYER'S GUIDE

MEGA 99

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MULTI-UNIT 50

Ranking the most
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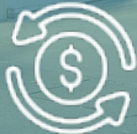


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Revenue Stability:
Recurring from
membership fees

Resource Needs:
Labor

Fitness

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Revenue Stability:
Recurring from
membership fees, high
attrition, transient

Resource Needs:
Labor, Equipment

Food

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The Rise of the MUOs

Multi-unit franchisees focus on expansion

The traditional image of a franchisee often involved hands-on management of a single location. Over the past two decades, multi-unit franchising has emerged as the dominant model, transforming the landscape of the franchise industry.

This shift has been significant. Today, multi-unit operators (MUOs) comprise the majority of franchisees, driving growth and shaping the future of the industry.

Franchise Update Media has been at the forefront of following this evolution. In 2004, we launched Area Developer magazine, which was later renamed Multi-Unit Franchisee to better reflect the coverage of the expanding scope of multi-unit ownership. As we dedicated ourselves to serving this dynamic community of entrepreneurs, we gained valuable insights into the challenges and opportunities presented by this growing model.

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. In addition to their growing numbers, we shared 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, who were interested in growing brands 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 are 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. Many include a career path opportunity into their plans for new hires. At the MUFC, they share their knowledge freely, whether on stage, on a panel, or in the hallways informally, offering insights to others interested in following the same path.

The Multi-Unit Buyer's Guide is 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. It's a perfect win-win for operators seeking to invest in the best brands. We hope this guide helps all involved. You might discover new and prosperous partnerships in these pages. ■

There's No Stopping Multi-Unit Ownership!

Insights into multi-unit franchise ownership growth

Written By **AMBIKA OBEROI**



The franchise landscape has undergone significant evolution over the past decade as highlighted by new research from FRANData. The data illustrates substantial growth in multi-unit ownership (MUO), showcasing a trend toward consolidation and professionalization within the franchise sector. Here's a closer look at the findings.

Multi-Unit Operator Category	Number of Multi-Unit Owners		Percentage Change
	Count as of 2010	Count as of 2024	
2–5 units	81.99%	34,853	20.76%
6–10 units	78.24%	4,182	22.60%
11–25 units	68.97%	2,149	31.84%
26–50 units	56.49%	549	38.29%
50+ units	55.83%	472	191.36%

Consistent growth

Across all MUO categories, the total number of operators increased from 2010 to 2024. MUOs with two to five units saw a growth of 20.76%, rising from 28,862 in 2010 to 34,853 in 2024, highlighting the continued appeal of small-scale multi-unit ownership as an entry point for franchisees. MUOs with six to 10 units grew by 22.60%, moving from 3,411 to 4,182 over the same period, reflecting the expanding ambition of operators seeking to scale beyond the initial few units.

Rapid expansion

As franchisees gain experience and confidence, many are opting to expand their portfolios significantly. MUOs with 11 to 25 units increased by 31.84%, growing from 1,630 to 2,149 operators, signaling a strong trend toward medium-scale ownership as operators capitalize on efficiencies and economies of scale. MUOs with 26–50 units experienced a 38.29% rise, climbing from 397 to 549 and demonstrating the increasing ability of operators to manage large portfolios effectively.

Large operators

The most striking data point is the dramatic 191.36% growth among MUOs with 50+ units, which surged from 162 operators in 2010 to 472 in 2024. This unprecedented growth highlights

a major shift toward consolidation within the franchise sector with large operators likely benefiting from increased access to capital, franchisor incentives for scaling, and operational efficiencies that come with size.

A good example of dramatic growth, Sizzling Platter, which went from 105 in 2010 to 340 units in 2015 and now owns 750 units across eight brands. In 2019, Capital Springs became a majority owner, and the company is in talks with Bain Capital, which is considering acquiring the franchisee for \$1 billion including debt.

The implications

These findings point to a maturing franchise landscape where multi-unit ownership is becoming increasingly sophisticated. The rise in large MUOs indicates that the franchise industry is seeing an increase in professionalized operations as operators adopt advanced management systems and leverage their experience to expand. While the small MUO categories (two to 10 units) continue to grow, offering opportunities for new entrants, the higher growth rates among mid-sized and large-scale operators suggest a shift in focus for many franchisors. These trends may influence how franchise systems approach territory allocation, operational support, and incentives for scaling.

FRANData's research highlights an evolving franchise sector characterized by significant growth in multi-unit ownership. With the rapid rise of large-scale operators and steady expansion across all categories, the franchise industry is poised for continued transformation, offering opportunities for both new and established franchisees to diversify and thrive. ■

Ambika Oberoi is director of information management at FRANData, an independent research company supplying information and analysis for the franchising sector since 1989. She can be reached at aoberoi@frandata.com.



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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 good 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 42,205 multi-unit operators control about 241,715 franchised units, 83% of all QSR units, and 72% of sit-down restaurants.

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

During the Great Recession, 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 during difficult times found it in QSR, senior care, hair salons, massage, home maintenance, children’s activities, pet care, and more, investing today for reward tomorrow. Those with the drive, determination, and wherewithal can make it happen, and they are. We profile these people in every issue of Multi-Unit Franchisee magazine.

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

In recent years, private equity has discovered the investment opportunities that can be found in multi-unit franchisees, es-



pecially 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 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.

If you have 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. ■

Franchising Industry Trends

A data-driven look at market performance

Written By **AMBIKA OBEROI**



Franchising continues to be a cornerstone of economic activity, showcasing its resilience and adaptability across diverse sectors. A close look at recent data uncovers significant trends that define the franchising landscape, providing insights into industry performance, market dynamics, and sector-specific challenges.

Industry	MUO	SUO	Grand Total
QSR	116,345	24,504	140,849
Beauty-Related	14,474	3,949	18,423
Restaurants (Sit-Down)	10,701	4,210	14,911
Baked Goods	11,899	7,918	19,817
Automotive	8,723	6,347	15,070
Real Estate	10,716	8,661	19,377
Frozen Desserts	6,723	5,746	12,469
Retail Food	4,744	4,249	8,993
Business-Related	10,919	10,469	21,388
Clothing & Accessories	882	848	1,730
Health & Fitness	14,158	16,765	30,923
Computer Products and Services	595	706	1,301
Personnel Services	1,106	1,592	2,698
Services-General	4,583	7,160	11,743
Child-Related	3,428	6,470	9,898
Pet-Related Products/Services	712	1,427	2,139
Sports & Recreation	1,016	2,045	3,061
Education-Related	429	876	1,305
Retail Stores	6,756	15,226	21,982
Party-Related Goods/Services	258	596	854
Security-Related	123	414	537
Lodging	6,856	24,054	30,910
Decorating & Home Design	795	3,128	3,923
Printing	547	2,336	2,883
Building & Construction	434	2,012	2,446
Maintenance Services	3,758	21,122	24,880
Publications	46	455	501
Photographic Products/Services	6	129	135
Travel	131	4,229	4,360

Top-performing industries

Quick service restaurants (QSR) remain the powerhouse of the franchising world, driven by scalability, consistent demand, and ability to adapt to evolving consumer preferences. With a market share of 82.60% and 140,849 units (MUO + SUO), this sector continues to set the benchmark for franchising success, leveraging technology, efficient supply chains, and global reach to maintain dominance.

The beauty industry has emerged as a strong player, capitalizing on consumer interest in personal care and wellness. Holding a market share of 78.56% with 18,423 units, this sector’s success underscores the growing prioritization of self-care with franchises leveraging innovative services and branding to attract a diverse clientele.

Sit-down restaurants play a pivotal role in the food service industry, offering consumers experience beyond convenience. With a market share of 71.77% and 14,911 units, the sector benefits from a loyal customer base and opportunities to create unique dining experiences despite higher operational complexities compared to QSR.

The baked goods industry illustrates the appeal of specialty food sectors within franchising. With a market share of 60.04% and 19,817 units, this category continues to attract consumers looking for both familiarity and novelty through a balance of tradition and innovation.

Automotive services remain a critical component of the franchising ecosystem. Catering to essential maintenance and repair needs, this sector holds a market share of 57.88% with 15,070 units and is marked by steady demand and opportunities for technological integration, such as electric vehicle servicing.

Challenges and constraints

Child-related franchises face unique hurdles, including staffing shortages and stringent regulatory requirements. Despite these challenges, the sector, which holds a 34.63% market share with 9,898 units, plays an essential role in supporting families and communities.

The travel industry reflects broad economic volatility and shifting consumer habits. With a market share of 3% and 4,360 units, the sector’s overall growth within franchising remains limited despite signs of recovery in international travel.

Maintenance services, while foundational to supporting other industries, struggle with high competition and thin profit margins. This sector, holding a market share of 15.10% with 24,880 units, continues to face challenges despite its essential role. ■

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Mitigating Risk Through Diversification

A proven strategy to reduce portfolio risk

The economy is inherently cyclical, experiencing periods of growth followed by inevitable downturns. These downturns can significantly impact a business' revenue and profitability. To mitigate this risk, multi-unit operators can implement diversification strategies.

By operating different brands across various sectors and geographic regions, franchisees can spread their risk more effectively. This approach helps to insulate their overall portfolio from the impact of economic downturns that may disproportionately affect a specific industry or region.

For example, if a recession impacts a particular retail sector, a diversified portfolio that includes restaurants, healthcare services, and hospitality may experience a less severe impact due to the varying degrees of cyclical sensitivity across these industries. This multi-pronged approach creates a resilient and sustainable business model in the face of economic uncertainty.

- **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 those tend to cycle down during cooler weather. That's why it makes sense to add other businesses to balance out the seasons, keep employees engaged, and ensure cash flow. 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 an improved bottom line.
- **Surprises.** When something beyond your control affects one of your businesses, diversification can be a lifesaver. 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 Covid. Having other brands in your portfolio can help you stay afloat until any storm blows over and trust in the brand is restored. ■

The Power of Multi-Brand Franchising

Embracing a strategic approach



Franchising has proven to be a successful business model for decades. However, in the past couple of decades, multi-unit and multi-brand franchising emerged as a dominant force, offering a new level of growth and opportunity for franchisees.

This strategic approach leverages the proven success of one brand when franchise operators add different brands to create a diversified portfolio. By carefully selecting brands, prioritizing strong hiring practices, and maintaining sound unit economics, multi-unit franchisees can achieve significant growth and build a robust and resilient business empire.

"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. If a multi-unit franchisee has saturated the market with a single brand, they can add new brands in the same market, expanding their portfolio without even leaving town.

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

Multi-brand growth is being propelled by the combination of 1) expansion-minded franchisors seeking multi-unit operators successful with other brands; and 2) successful multi-unit franchisees seeking new concepts to diversify their organizations. This alignment of interests has been accompanied by a rise in the number of franchisors offering several concepts under a single corporate umbrella. It's 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 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 a franchisor does: a solid management team, strong unit economics, a well-known and respected brand name, and an opportunity to develop a territory over the long term. ■



7 REASONS To Go Multi-Brand

Multi-unit franchisees are increasingly seeking to diversify their portfolios by adding new brands to their existing operations. This strategy allows them to mitigate risk, capitalize on new market opportunities, and drive sustained growth.

- 1. Geography.** Adding a new brand can be the perfect path to continued growth in their region for 1) a single-brand multi-unit operator who has built out their territory or 2) for a franchisee of a brand with no opportunities to add more units without having to travel to new or distant locales. Familiarity with the territory and the dynamics of their market, combined with local connections and a solid grasp of local real estate, developers, and zoning requirements, provides a strong home-court advantage.
- 2. Financing.** A successful track record with one franchise concept demonstrates a franchisee's capability to lenders, who can help finance that next concept (or two). Thriving multi-unit franchise operators typically have high net worths, 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 effectively and 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 an economical rate.
- 6. Co-branding.** Locating two or more brands in a single location 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 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 large and strong organizations.

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. ■

2025 MEGA 99 RANKINGS

Courtesy of: **FRANdata**

RANK	COMPANY	UNITS	BRANDS
1	FLYNN GROUP	2,715	Pizza Hut, Applebee's Neighborhood Grill & Bar, Arby's, Wendy's, Taco Bell, Panera Bread, Planet Fitness, Residence Inn by Marriott, Courtyard by Marriott, Hampton Inn by Hilton, Fairfield by Marriott, Homewood Suites by Hilton, KFC, Hilton Garden Inn, SpringHill Suites by Marriott, Comfort, Country Inn & Suites by Radisson, Holiday Inn, Sheraton, TownePlace Suites by Marriott, Hampton Coffee Company, Four Points by Sheraton
2	SUN HOLDINGS	1,650	Arby's, Papa Johns, Popeyes Louisiana Kitchen, Burger King, Applebee's Neighborhood Grill & Bar, McAlister's Deli, GNC Live Well, IHOP, Golden Corral, Taco Bueno, Freebirds World Burrito, T-Mobile
3	KBP BRANDS	1,097	KFC, Taco Bell, Arby's, Sonic
4	TARGET CORPORATION	831	Pizza Hut
5	LOVE'S TRAVEL STOPS & COUNTRY STORES	799	Subway, Godfather's Pizza, Chester's, Arby's, Hardee's, Carl's Jr., Bojangles, Taco John's, Sleep Inn by Choice Hotels, Holiday Inn, Dunkin', Fairfield by Marriott, Best Western Hotels & Resorts, Microtel Inn & Suites by Wyndham, DQ Treat, MainStay Suites Extended Stay by Choice Hotels, Naf Naf Middle Eastern Grill, Bimbo Foods Bakeries Distribution, Hampton Inn by Hilton
6	PILOT COMPANY	669	Subway, Cinnabon, Dunkin', Wendy's, Arby's, Taco Bell, Auntie Anne's, DQ Treat, Pizza Hut, Moe's Southwest Grill, Chester's
7	SIZZLING PLATTER	651	Little Caesars, Wingstop, Jamba, Dunkin', Jersey Mike's Subs, Sizzler, Red Robin Gourmet Burgers and Brews, Cinnabon
8	HZ RESTAURANT GROUP	600	Popeyes Louisiana Kitchen, Dunkin', La Madeleine, Baskin-Robbins
9	HAZA GROUP	557	Wendy's, Taco Bell
10	TEAM CAR CARE	494	Jiffy Lube
11	ARMY & AIR FORCE EXCHANGE SERVICES	480	Subway, Burger King, Charleys, Popeyes Louisiana Kitchen, 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
12	ARAMARK	474	Chick-fil-A, Einstein Bros. Bagels, Panda Express, Subway, Dunkin', Oath Pizza, Moe's Southwest Grill, Which Wich, Pizza Hut, Qdoba Mexican Eats, Steak n Shake, Freshii, Raising Cane's, Panera Bread, Jamba, PJ's Coffee of New Orleans, Auntie Anne's, Tim Hortons, Village Juice Co., Taco Bell, Caribou Coffee, McAlister's Deli, Chili's, BurgerFi, Paciugo Gelato Caff�, La Madeleine, Mooyah, Wendy's, Erbert & Gerbert's Sandwich Shop, Rusty Taco, Smashburger, Quiznos, Baja Fresh, Extreme Pita, Denny's, Jersey Mike's Subs
13	GPS HOSPITALITY	469	Burger King, Pizza Hut, Popeyes Louisiana Kitchen
14	CMG COMPANIES	465	KFC, Sonic, Rent-A-Center, Ace Hardware, Taco Bell, Little Caesars
15	CHARTER FOODS	453	Taco Bell, Long John Silver's, KFC, A&W, Pizza Hut
16	FRASIER ENTERPRISES	449	Miracle-Ear
17	AMPLER GROUP	437	Burger King, Taco Bell, Little Caesars, Church's Texas Chicken
18	ANCHOR POINT MANAGEMENT/ PACIFIC BELLS	426	Taco Bell, European Wax Center, Buffalo Wild Wings, 7 Brew Drive-thru Coffee, Signarama, Fully Promoted
19	TASTY RESTAURANT GROUP	425	Pizza Hut, KFC, Burger King, Dunkin', Taco Bell, Baskin-Robbins
20	SUMMIT RESTAURANT GROUP	418	IHOP, Applebee's Neighborhood Grill & Bar, Sonny's BBQ
21	WKS RESTAURANT GROUP	387	Wendy's, Denny's, El Pollo Loco, Krispy Kreme Doughnuts, Blaze Pizza
22	MERITAGE HOSPITALITY GROUP	381	Wendy's, Taco John's

RANK	COMPANY	UNITS	BRANDS
23	K-MAC ENTERPRISES	380	Taco Bell, 7 Brew Drive-thru Coffee, Whataburger
24	TACALA	368	Taco Bell, 7 Brew Drive-thru Coffee
25	JIB MANAGEMENT (YADAV ENTERPRISES)	363	Jack in the Box, Denny's, TGI Fridays, Sizzler, Corner Bakery Cafe, Super 8 by Wyndham
26	DIVERSIFIED RESTAURANT GROUP	358	Taco Bell, Arby's
26	PREMIUM VELOCITY AUTO	358	Jiffy Lube
28	HARMAN MANAGEMENT CORPORATION	350	KFC, A&W, Taco Bell, Long John Silver's
29	KOVAN GROUP/DEKK GROUP/ NGP MANAGEMENT	343	Dunkin', Baskin-Robbins
30	DESERT DE ORO FOODS	339	Taco Bell, Pizza Hut, KFC
31	QUALITY RESTAURANT GROUP	335	Pizza Hut, Sonic, Moe's Southwest Grill, Arby's
32	GS DALLAS GROUP/GSR GROUP	319	Wingstop, Subway, Massage Envy, European Wax Center, Fajita Pete's
33	COMPASS GROUP USA	317	Chick-fil-A, Einstein Bros. Bagels, Panda Express, Papa Johns, Subway, Dunkin', Pizza Hut, PJ's Coffee of New Orleans, Jamba, Jersey Mike's Subs, Moe's Southwest Grill, Taco Bell, Which Wich, Firehouse Subs, Slim Chickens, Qdoba Mexican Eats, Steak n Shake, Caribou Coffee, Erbert & Gerbert's Sandwich Shop, Wendy's, Smashburger, Freddy's Frozen Custard & Steakburgers, Popeyes Louisiana Kitchen, The Habit Burger Grill, KFC, Sbarro, Tim Hortons, Bojangles, Pita Pit, Auntie Anne's, Chili's, Blimpie, Quiznos, Burger King, Baskin-Robbins, Freshii, illy Caffè, Mod Pizza
34	BODDIE-NOELL ENTERPRISES	307	Hardee's
35	PURPLE ROCK INVESTMENT COMPANY/PURPLE SQUARE MANAGEMENT CO	301	Dunkin', Rent-A-Center, Popeyes Louisiana Kitchen, Take 5 Oil Change Center, RimTyme, Baskin-Robbins, American Family Care, The Brass Tap Craft Beer Bar
36	FEAST ENTERPRISES/BESHAY ENTERPRISES/DMSD FOODS	298	Jack in the Box, Popeyes Louisiana Kitchen, Denny's, Corner Bakery Café
37	ROTTINGHAUS COMPANY	291	Subway
38	LUIHN VANTEDGE PARTNERS/ VANTEDGE PARTNERS	290	Taco Bell, Dunkin', KFC, Take 5 Oil Change Center, Long John Silver's, Pizza Hut
39	ALLINE SALON GROUP	288	Supercuts, Cost Cutters Family Hair Salon
40	MASON-HARRISON-RATLIFF ENTERPRISES	285	Sonic
41	THE COVELLI FAMILY LIMITED PARTNERSHIP	281	Panera Bread, DQ Grill & Chill, O'Charley's, DQ Treat, Oath Pizza
42	G&M OIL CO	279	Chevron ExtraMile
43	EYM GROUP	272	Pizza Hut, Denny's, KFC, Panera Bread, Taco Bell
44	TA OPERATING/ TRAVELCENTERS OF AMERICA	270	Popeyes Louisiana Kitchen, Taco Bell, Subway, Burger King, Pizza Hut, Dunkin', Black Bear Diner, Arby's, IHOP, Wendy's, Charleys, Baskin-Robbins, Fazoli's, A&W, KFC, Carl's Jr., Nathan's Famous, DQ Treat, TacoTime, Tim Hortons, Jamba, Caribou Coffee, Papa Johns
45	DL ROGERS CORP	268	Sonic
46	SODEXO	267	Chick-fil-A, Einstein Bros. Bagels, Subway, Dunkin', Pizza Hut, Qdoba Mexican Eats, Jamba, Moe's Southwest Grill, Steak n Shake, Erbert & Gerbert's Sandwich Shop, Taco Bell, Garbanzo Mediterranean Fresh, Firehouse Subs, Panera Bread, Which Wich, Baskin-Robbins, Auntie Anne's, Freshii, The Habit Burger Grill, Burger King, Blaze Pizza, PJ's Coffee of New Orleans, Godfather's Pizza, McAlister's Deli, Papa Johns, Baja Fresh, DQ Treat, Barry Bagels, Mrs. Fields, NrGize Lifestyle Cafe
47	AMPEX BRANDS	263	KFC, Pizza Hut, Long John Silver's, Taco Bell

RANK	COMPANY	UNITS	BRANDS
48	AMERICAN WEST RESTAURANT GROUP	258	Pizza Hut
49	BANDON HOLDINGS	253	Anytime Fitness
50	HENLEY ENTERPRISES	246	Valvoline Instant Oil Change
51	BORDER FOODS	245	Taco Bell
52	AKASH MANAGEMENT	242	Carl's Jr., Pieology Pizzeria, Wingstop, Jamba, Arby's
53	FOURTEEN FOODS	241	DQ Grill & Chill, DQ Treat
54	ALVARADO RESTAURANT NATION/ALVARADO HOLDINGS/ PALO ALTO	238	Taco Bell, KFC, Pizza Hut
55	WARNER FOODS	237	Jack in the Box, Panera Bread, Del Taco, Noodles & Company, Black Bear Diner, Popeyes Louisiana Kitchen
56	COTTI FOODS CORPORATION	236	Wendy's, Taco Bell, Pieology Pizzeria
57	CAFUA MANAGEMENT COMPANY	233	Dunkin'
58	MANNA	225	Wendy's, Fazoli's, Golden Corral, Jimmy John's
59	FUGATE ENTERPRISES	223	Pizza Hut, Taco Bell, Sonic
60	ADT PIZZA	222	Pizza Hut, Taco Bell, Little Caesars
61	APPLE HOSPITALITY REIT	221	Hilton Garden Inn, Hampton Inn by Hilton, Courtyard by Marriott, Homewood Suites by Hilton, Residence Inn by Marriott, Fairfield by Marriott, Home2 Suites by Hilton, TownePlace Suites by Marriott, SpringHill Suites by Marriott, AC Hotels by Marriott, Embassy Suites by Hilton, Hyatt Place, Marriott Hotels, Aloft Hotels, Hyatt House
62	NORTHWEST RESTAURANTS	219	Taco Bell, KFC, A&W
63	ATTICUS FRANCHISE GROUP/ NOVARUS WELLNESS CONCEPTS MACKINAW HOLDING CORPORATION	212	Massage Envy, Sonic, European Wax Center, Crunch
64	H&S ENERGY PRODUCTS	208	Chevron ExtraMile, Texaco
65	FRESH DINING CONCEPTS	207	Auntie Anne's, Jamba, Cinnabon, Carvel
66	PARIKH NETWORK	205	Popeyes Louisiana Kitchen, Arby's
67	PJ UNITED	203	Papa Johns
68	CHUNARA GROUP OF COMPANIES/THE FALCONS GROUP	202	Dunkin', Checkers and Rally's, Baskin-Robbins, Qdoba Mexican Eats, My Eyalab, TGI Fridays, Blaze Pizza, Take 5 Oil Change Center, Popeyes Louisiana Kitchen, Kale Me Crazy, BurgerFi, Nothing Bundt Cakes, Church's Texas Chicken
69	AMBROSIA QSR	202	Burger King, Arby's, Popeyes Louisiana Kitchen
70	SUMMERWOOD CORPORATION	200	Taco Bell, KFC, Long John Silver's, Pizza Hut
71	A3H FOODS LP/HV RESTAURANTS	199	Jack in the Box
71	BAJCO	199	Papa Johns
73	APPLEGREEN TRAVEL PLAZA/ APPLEGREEN WELCOME CENTRES	199	Burger King, Dunkin', Auntie Anne's, 7-Eleven, Subway, Popeyes Louisiana Kitchen, Roy Rogers, Panera Bread, Nathan's Famous, Panda Express, Pizza Hut, Chick-fil-A, Cinnabon
74	B&G FOOD ENTERPRISES	197	Taco Bell, KFC
75	HAMRA ENTERPRISES	196	Wendy's, Panera Bread, Noodles & Company
76	TEAM LYDERS(SUNDANCE/OLD WEST PROPERTIES)	195	Taco Bell, Arby's

RANK	COMPANY	UNITS	BRANDS
76	UNITED PF/UNITED PF PARTNERS	195	Planet Fitness
78	PREMIER KINGS	194	Burger King, Popeyes Louisiana Kitchen, Church's Texas Chicken
79	GHA! MANAGEMENT SERVICES	192	Burger King, Taco Bell, Popeyes Louisiana Kitchen
80	COASTAL QSR/SOUTHEAST INVESTMENT PROPERTY HOLDINGS/PROMETHEUS PARTNERS/SOUTHEAST QSR HOLDINGS	189	Taco Bell
81	CALIFORNIA FOOD MANAGEMENT/DAN ASHOORI GROUP/PALMDALE	188	Burger King, IHOP
82	WENDYS OF COLORADO SPRINGS/HOLLAND BUERK ENTERPRISES	187	Wendy's, Golden Corral
82	SOUTHPAW (ABDD CAPITAL/ ABDD ARIZONA)	187	Taco Bell, Dunkin', Baskin-Robbins, Pizza Hut, KFC
84	BLUEGRASS RESTAURANT HOLDINGS I	186	Pizza Hut, Panera Bread, Pieology Pizzeria
85	CIRCLE K STORES	184	Subway, Little Caesars, Krystal, Church's Texas Chicken, Hardee's, Blimpie, Noble Roman's, Chester's, DQ Treat
86	HMS HOST	181	Burger King, Chili's, Popeyes Louisiana Kitchen, Sbarro, Auntie Anne's, Chick-fil-A, California Pizza Kitchen, Dunkin', Smashburger, Pizza Hut, Cinnabon, Nathan's Famous, Quiznos, La Madeleine, Firehouse Subs, Panda Express, Einstein Bros. Bagels, Moe's Southwest Grill, Blaze Pizza, The Counter, TCBY, Carl's Jr., Maggiano's Little Italy, Baja Fresh, Paciugo Gelato Caffè, BurgerFi, Cold Stone Creamery, On The Border, TGI Fridays, Great Steak, Wingstop, Jersey Mike's Subs, Kelly's Cajun Grill
87	MERRITT GROUP/B&B CONSULTANTS	179	Sonic
88	THE RAJABALI GROUP (AR NETWORK)/ARS BRANDS	178	Wingstop, Dunkin', Baskin-Robbins, McAlister's Deli, Little Caesars
88	CAVE ENTERPRISES OPERATIONS	178	Burger King
90	AES RESTAURANTS	177	Arby's, Rusty Taco
90	EMERGE! RESTAURANT GROUP	177	Pizza Hut, Sonic, Taco Bell, KFC
92	STARCORP	176	Hardee's, Carl's Jr., Popeyes Louisiana Kitchen
93	RPM PIZZA	175	Domino's Pizza
94	INTERFOODS OF AMERICA (SAILORMEN)/US LEADER RESTAURANTS/ SOUTHERN KING HOLDINGS	172	Popeyes Louisiana Kitchen, Taco Bell
95	FULENWIDER ENTERPRISES	170	KFC, Taco Bell
95	YELLOWHAMMER SALON GROUP	170	Smartstyle, Cost Cutters Family Hair Salon, Supercuts
97	FRESH ALTERNATIVES	163	Subway
98	CARLISLE	162	Wendy's
99	SOUTHERN ROCK RESTAURANTS	161	McAlister's Deli

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MULTI-BRAND 50

Courtesy of: FRANData

RANK	COMPANY	BRANDS	UNITS
1	FLYNN RESTAURANT GROUP		2,520
		Pizza Hut	895
		Applebee's Neighborhood Grill & Bar	439
		Arby's	366
		Taco Bell	287
		Wendy's	240
		Panera Bread	142
		Planet Fitness	37
		Residence Inn by Marriott	30
		Courtyard by Marriott	18
		Hampton Inn by Hilton	17
		Fairfield by Marriott	14
		Homewood Suites by Hilton	11
		KFC	5
		Country Inn & Suites by Radisson	4
		Hilton Garden Inn	4
		SpringHill Suites by Marriott	4
		Holiday Inn	2
		Comfort	1
		Four Points by Sheraton	1
		Hampton Coffee Company	1
		Sheraton	1
		TownePlace Suites by Marriott	1
2	THE DHANANI GROUP		1,368
		Burger King	553
		Pizza Hut	387
		Popeyes Louisiana Kitchen	387
		La Madeleine	41
		Dunkin'	39
		Baskin-Robbins	5
3	SUN HOLDINGS		1,193
		Arby's	223
		Popeyes Louisiana Kitchen	158
		Burger King	140
		Taco Bueno	140
		Applebee's Neighborhood Grill & Bar	131
		Papa John's	228
		McAlister's Deli	75
		GNC Live Well	55
		IHOP	38
		Golden Corral	5
4	KBP BRANDS		1,120
		KFC	837

RANK	COMPANY	BRANDS	UNITS
		Taco Bell	166
		Arby's	117
5	LOVE'S TRAVEL STOPS & COUNTRY STORES		717
		Subway	235
		Godfather's Pizza	133
		Chester's	130
		Arby's	88
		Hardee's	65
		Carl's Jr.	31
		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 by Choice Hotels	1
6	PILOT COMPANY		686
		Subway	221
		Cinnabon	175
		Dunkin'	84
		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	SIZZLING PLATTER		642
		Little Caesars	345
		Wingstop	139
		Jamba	92
		Dunkin'	30
		Jersey Mike's Subs	22
		Sizzler	7

RANK	COMPANY	BRANDS	UNITS
		Red Robin Gourmet Burgers and Brews	5
		Cinnabon	2
8	HAZA GROUP		538
		Wendy's	396
		Taco Bell	142
9	ARAMARK		503
		Chick-fil-A	113
		Einstein Bros. Bagels	94
		Subway	53
		Panda Express	36
		Dunkin'	22
		Oath Pizza	21
		Moe's Southwest Grill	19
		Which Wich	19
		Steak 'n Shake	15
		Qdoba Mexican Eats	12
		Jamba	11
		Papa John's	11
		Freshii	10
		Raising Cane's	9
		Erbert & Gerbert's Sandwich Shop	5
		Panera Bread	5
		Taco Bell	5
		Auntie Anne's	4
		Mooyah	4
		Tim Hortons	4
		Village Juice Co.	4
		Caribou Coffee	3
		PJ's Coffee of New Orleans	3
		Quiznos	3
		BurgerFi	2
		Chili's	2
		La Madeleine	2
		McAlister's Deli	2
		Paciugo Gelato Caffé	2
		Baja Fresh	1
		Denny's	1
		Extreme Pita	1
		Jersey Mike's Subs	1
		Pizza Hut	1
		Rusty Taco	1
		Smashburger	1
		Wendy's	1
9	HART GROUP		522
		WENDY'S	385
		TACO BELL	137
10	GPS HOSPITALITY		498
		Burger King	417
		Pizza Hut	62
		Popeyes Louisiana Kitchen	19
11	ARMY & AIR FORCE EXCHANGE SERVICES		477
		Subway	123
		Burger King	102
		Charleys	81

RANK	COMPANY	BRANDS	UNITS
		Popeyes Louisiana Kitchen	58
		Arby's	29
		Taco Bell	24
		Qdoba Mexican Eats	23
		Einstein Bros. Bagels	19
		Baskin-Robbins	4
		Dunkin'	4
		Rice King	3
		Regal Nails Salon & Spa	2
		Wing Zone	2
		Pizza Hut	1
		Slim Chickens	1
		Taco John's	1
12	CMG COMPANIES		466
		KFC	178
		Sonic	101
		Rent-A-Center	90
		Ace Hardware	38
		Taco Bell	37
		Little Caesars	22
13	CHARTER FOODS		441
		Taco Bell	362
		Long John Silver's	42
		KFC	27
		Pizza Hut	6
		A&W	4
14	AMPLER GROUP		434
		Burger King	142
		Little Caesars	103
		Church's Chicken	92
		Taco Bell	92
		Pizza Hut	5
15	PACIFIC BELLS		413
		Taco Bell	277
		Buffalo Wild Wings	66
		European Wax Center	66
		7 Brew	1
		Fully Promoted	1
		KFC	1
		Signarama	1
16	SUMMIT RESTAURANT GROUP (NEIGHBORHOOD HOSPITALITY)		409
		IHOP	268
		Applebee's Neighborhood Grill & Bar	112
		Sonny's Real Pit Bar-B-Que	29
17	TASTY RESTAURANT GROUP		383
		Pizza Hut	203
		KFC	90
		Burger King	69
		Taco Bell	15
		Baskin-Robbins	6
18	WKS RESTAURANT GROUP		381
		Wendy's	139
		Denny's	123
		El Pollo Loco	70
		Krispy Kreme Doughnuts	41

RANK	COMPANY	BRANDS	UNITS
19	HARMAN MANAGEMENT CORPORATION	Blaze Pizza	8
		KFC	232
		A&W	104
		Taco Bell	39
		Long John Silver's	4
20	AMPEX BRANDS		367
		KFC	198
		Pizza Hut	112
		Long John Silver's	32
		Taco Bell	14
		A&W	11
21	JIB MANAGEMENT (YADAV ENTERPRISES)		357
		Jack in the Box	225
		Denny's	74
		TGI Fridays	46
		El Pollo Loco	6
		Sizzler	4
		Quality by Choice Hotels	1
		Super 8 by Wyndham	1
22	ALLINE SALON GROUP		347
		Supercuts	242
		Cost Cutters	
		Family Hair Salon	105
23	K-MAC ENTERPRISES		341
		Taco Bell	330
		KFC	9
		7 Brew	2
24	QUALITY RESTAURANT GROUP		335
		Pizza Hut	168
		Sonic	75
		Moe's Southwest Grill	65
		Arby's	27
25	HEARTLAND RESTAURANT GROUP/ CAPSTONE RESTAURANT GROUP		331
		Hardee's	259
		Dunkin'	72
26	DIVERSIFIED RESTAURANT GROUP		328
		Taco Bell	299
		Arby's	29
27	KOVAN GROUP/DEKK GROUP/NGP MANAGEMENT		316
		Dunkin'	288
		Baskin-Robbins	28
28	COMPASS GROUP USA		303
		Chick-fil-A	60
		Einstein Bros. Bagels	59
		Papa John's	25
		Panda Express	24
		Dunkin'	20
		Subway	15
		Moe's Southwest Grill	9
		Pizza Hut	9
		Jamba	8
		PJ's Coffee of New Orleans	7
		Steak 'n Shake	7
		Jersey Mike's Subs	6
		Caribou Coffee	4

RANK	COMPANY	BRANDS	UNITS
		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
		Taco Bell	2
		Auntie Anne's	1
		Baja Fresh	1
		Baskin-Robbins	1
		Blimpie	1
		Burger King	1
29	DESERT DE ORO FOODS	Erbert & Gerbert's Sandwich Shop	1
		illy Caffé	1
		MOD Pizza	1
		Panera Bread	1
		Pinkberry	1
		Planet Smoothie	1
		Popeyes Louisiana Kitchen	1
		Quiznos	1
		The Habit Burger Grill	1
30	SODEXO		302
		Taco Bell	185
		Pizza Hut	90
		KFC	27
		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	6
		Taco Bell	6
		Erbert & Gerbert's Sandwich Shop	5
		Freshii	4
		Baskin-Robbins	3
		McAlister's Deli	3
		Panera Bread	3
		PJ's Coffee of New Orleans	3
		Auntie Anne's	2
		Baja Fresh	2
		Blaze Pizza	2

RANK	COMPANY	BRANDS	UNITS
		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
31	LUIHN VANTEDGE PARTNERS/ VANTEDGE PARTNERS		290
		Taco Bell	173
		Dunkin'	78
		KFC	29
		Long John Silver's	4
		Take 5 Oil Change Center	4
		Pizza Hut	2
32	G & M OIL CO		285
		Chevron	155
		ExtraMile	130
33	FEAST ENTERPRISES/ DMSD FOODS	BESHAY ENTERPRISES/	284
		Jack in the Box	259
		Denny's	12
		Popeyes Louisiana Kitchen	9
		Corner Bakery Cafe	4
34	THE COVELLI FAMILY LIMITED PARTNERSHIP		283
		Panera Bread	271
		DQ Grill & Chill	5
		O'CHARLEY'S	5
		DQ Treat	1
		Oath Pizza	1
35	PURPLE ROCK INVESTMENT COMPANY/ PURPLE SQUARE MANAGEMENT CO		278
		Dunkin'	98
		Rent-A-Center	62
		Popeyes Louisiana Kitchen	40
		RimTyme	29
		Baskin-Robbins	25
		Take 5 Oil Change Center	19
		American Family Care	3
		The Brass Tap Craft Beer Bar	2
36	EYM GROUP		272
		Pizza Hut	142
		Denny's	58
		KFC	49
		Panera Bread	20
		Taco Bell	3
37	GS DALLAS GROUP/GSR GROUP		266
		European Wax Center	2
		Fajita Pete's	1
		Subway	128
		Wingstop	135

RANK	COMPANY	BRANDS	UNITS
38	MANNA		259
		Wendy's	235
		Blaze Pizza	24
38	HMSHOST		231
		Burger King	63
		Sbarro	25
		Chili's	16
		Roy Rogers	15
		Popeyes Louisiana Kitchen	14
		Quiznos	14
		Nathan's Famous	13
		Chick-fil-A	11
		Auntie Anne's	10
		California Pizza Kitchen	9
		Pizza Hut	7
		Cinnabon	6
		Smashburger	6
		Dunkin'	5
		Firehouse Subs	5
		La Madeleine	5
		Panda Express	5
		Einstein Bros. Bagels	3
		Moe's Southwest Grill	3
		TCBY	3
		Blaze Pizza	2
		Kelly's Cajun Grill	2
		The Counter	2
		Baja Fresh	1
		Blimpie	1
		BurgerFi	1
		Carl's Jr.	1
		Cold Stone Creamery	1
		Great Steak	1
		Holiday Inn	1
		HouseMaster	1
		Jersey Mike's	1
		Maggiano's Little Italy	1
		On The Border	1
		Paciugo Gelato Caffé	1
		Steak 'n Shake	1
		TGI Fridays	1
		Wingstop	1
39	FUGATE ENTERPRISES		254
		Pizza Hut	165
		Taco Bell	75
		Sonic	14
40	TA OPERATING/TRAVELCENTERS OF AMERICA		253
		Popeyes Louisiana Kitchen	69
		Taco Bell	37
		Burger King	34
		Subway	32
		Pizza Hut	29
		Dunkin'	12
		Arby's	7
		Charleys	5
		A&W	3

RANK	COMPANY	BRANDS	UNITS
		Baskin-Robbins	3
		Black Bear Diner	3
		Fazoli's	3
		Wendy's	3
		IHOP	2
		Caribou Coffee	1
		Carl's Jr.	1
		DQ Treat	1
		Jamba	1
		KFC	1
		Nathan's Famous	1
		Papa John's	1
		Petro Stopping Centers	1
		Super 8 by Wyndham	1
		TacoTime	1
		Tim Hortons	1
41	FOURTEEN FOODS		241
		DQ Grill & Chill	238
		DQ Treat	3
44	ADT PIZZA		206
		Pizza Hut	205
		Little Caesars	1
42	ADT PIZZA		223
		Pizza Hut	205
		Taco Bell	17
		Little Caesars	1
43	AKASH MANAGEMENT		216
		Carl's Jr.	166
		Pieology Pizzeria	31
		Jamba	14
		Arby's	4
		Wingstop	1
44	ATTICUS FRANCHISE GROUP/ NOVARUS WELLNESS CONCEPTS MACKINAW HOLDING CORPORATION		211
		Sonic	100
		Massage Envy	99
		Crunch	6
		European Wax Center	6
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FRANCHISE
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CONFERENCE CALENDAR

March 25-28, 2025

Multi-Unit Franchising Conference

MUFC²⁵

■ FRANCHISE UPDATE MEDIA

Caesars Forum, Las Vegas, NV
www.multiunitfranchisingconference.com



June 24-26, 2025

Franchise Customer Experience Conference

FCXC²⁵

■ FRANCHISE UPDATE MEDIA • INTERNATIONAL FRANCHISE ASSOCIATION

InterContinental Buckhead Hotel, Atlanta, GA
www.francxc.com



October 7-9, 2025

Franchise Leadership & Development Conference

FLDC²⁵

■ FRANCHISE UPDATE MEDIA • INTERNATIONAL FRANCHISE ASSOCIATION

InterContinental Buckhead Hotel, Atlanta, GA
www.franchisedevelopmentconference.com



March 24-27, 2026

Multi-Unit Franchising Conference

MUFC²⁶

■ FRANCHISE UPDATE MEDIA

Caesars Forum, Las Vegas, NV
www.multiunitfranchisingconference.com





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■ FAST FACTS

FRANCHISING SINCE:
1976, Founded in 1924

MULTI-UNIT FRANCHISEE
OPERATING UNITS: 752

TOTAL OPERATING UNITS:
Over 6,000 Globally

COMPANY OPERATING UNITS: 259

CAPITAL INVESTMENT:
\$602,350 - \$1,990,180

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

For over 100 years, Ace Hardware has been America’s trusted neighborhood hardware retailer and a leader in the industry. If you’ve ever dreamed of owning a profitable, lasting business, Ace offers a remarkable opportunity to turn that dream into reality. Founded in 1924 by a group of independent hardware store owners, Ace Hardware’s roots are built on entrepreneurship and community. Fast forward to today, Ace is a globally recognized brand with locally owned stores in more than 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 Hardware is dedicated to helping entrepreneurs achieve retail success. Our experienced team and trusted vendor partners provide comprehensive support, including site selection, lease negotiation, and sales forecasting. We also connect prospective owners with existing Ace stores for sale, creating seamless opportunities to join the Ace family. To support your growth and long-term success, Ace offers competitive loans and incentives, giving you a strong foundation for the future.

■ QUALIFICATIONS

Minimum financial requirements include unencumbered cash of \$350,000 and a net worth of \$700,000. Ace offers a Free Opening Stock Order for new stores. The incentive amounts vary by store size/format and are 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 2025 rankings in the home improvement category
- 13 years in a row of net new domestic store growth



ALEX SAMIOS

Chief Growth Officer

franchising@dogtopia.com
dogtopia.com

■ OPPORTUNITY DETAILS

At nearly 300 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.

■ RANKINGS & AWARDS

- Entrepreneur - Franchise 500: #1 in Pet Category for 6th year in a row, #74 Overall, Top 10 Hot Franchise Trends for 2025, Top Fastest-Growing Franchises
- Franchise Business Review: Best in Category, Most Innovative Franchises
- Franchise Times: Top Brand To Buy, 2025 Fast & Serious List #28, Top 400 #252

■ QUALIFICATIONS

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

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

*More necessary for Area Developers

■ SITE ASSISTANCE

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

■ 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

■ FAST FACTS

FRANCHISING SINCE: 2005

MULTI-UNIT FRANCHISEE OPERATING UNITS: 164

TOTAL OPERATING UNITS: 286

COMPANY OPERATING UNITS: 6

FRANCHISE FEE: \$49,500

ROYALTY FEE: 7%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: Yes

AVAILABLE TERRITORIES:
United States & Canada



**JEFF LEWIS**

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of Franchise Dev

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www.mysalonsuite.com/franchise

**■ FAST FACTS**

FRANCHISING SINCE: 2012

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 56%

TOTAL OPERATING UNITS: 350+

COMPANY OPERATING UNITS: 45

CAPITAL INVESTMENT: \$984,999+

FRANCHISE FEE: \$50,000

ROYALTY FEE: 5.5%

ADVERTISING FEE: \$200

EARNINGS CLAIMS: 94.1% Median
Occupancy 44.1% Median EBITDA

AVAILABLE TERRITORIES:
United States and Canada

■ 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.

■ RANKINGS & AWARDS

- Entrepreneur Magazine Franchise 500 Ranking #119
- Entrepreneur Magazine Fastest Growing
- 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

MY SALON Suite has both dedicated internal team members and a partnership with a national network of brokers to help our franchise partners uncover locations that fit our specific site needs.

■ 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.





CHARLES J BONFIGLIO

Chief Executive Officer

888-629-8777

info@tintworld.com

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 both 2023 and 2024, 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:** 18

TOTAL OPERATING UNITS: 150

COMPANY OPERATING UNITS: 0

CAPITAL INVESTMENT:
\$259k to 399k

FRANCHISE FEE: \$49,950

ROYALTY FEE: 6%

ADVERTISING FEE: up to 6%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Custom

AVAILABLE TERRITORIES:
National & International



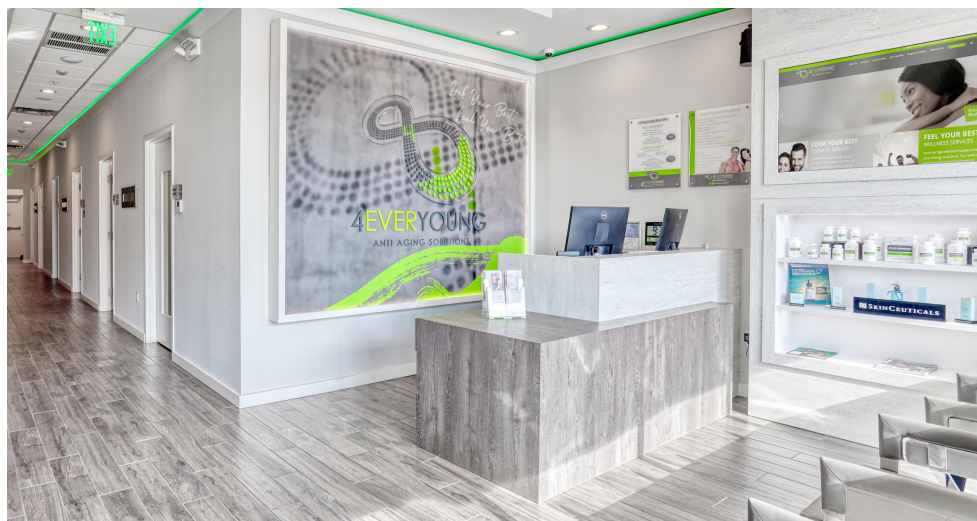
PATRICK PANTANO

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■ FAST FACTS

FRANCHISING SINCE: 2019

MULTI-UNIT FRANCHISEE
OPERATING UNITS: 70% of system

TOTAL OPERATING UNITS: 60

COMPANY OPERATING UNITS: 3

CAPITAL INVESTMENT:
\$354,500 - 828,000

FRANCHISE FEE: \$60,000

ROYALTY FEE: 7%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: Full Item 19

BUILD-OUT OPTIONS:
Retail space and Medical

AVAILABLE TERRITORIES: All States



■ OPPORTUNITY DETAILS

4Ever Young is a leading anti-aging and wellness center offering a comprehensive range of aesthetic and wellness services to help you look and feel your best. Our expert team provides advanced treatments, including Botox, fillers, facials, hormone replacement therapy, IV vitamin therapy, weight loss programs, and personalized wellness plans for lasting vitality.

■ DEMOGRAPHICS

4Ever Young appeals to both men and women interested in living their best life at any age. Our primary patient is 35 years or older and is interested in looking and feeling their best as they age. The diversified services from 4Ever Young allow us to have the broadest appeal in the wellness category.

■ RANKINGS & AWARDS

- Entrepreneur 500

■ QUALIFICATIONS

At 4Ever Young, we look for entrepreneurs focused on achieving financial freedom through scaling and growing business. Financial requirements include \$400,000 liquid capital and \$1 million net worth. On a business level, we look for seasoned franchise owners, people who have managed teams and built businesses with a passion for wellness and vitality. No medical experience required.

■ SITE ASSISTANCE

At 4Ever Young, we pride ourselves on the high-level of support we provide our franchisees in helping them get from signing a franchise agreement to grand opening as quickly and easily as possible. We offer full site selection assistance, demographic and competitor analysis, as well as letter of intent negotiation and exclusive real estate broker.





FRANCHISE DEVELOPMENT

800-704-5004

franchisedevelopment@

anytimefitness.com

Anytimefitness.com/franchise

■ OPPORTUNITY DETAILS

A Proven Franchise

We pioneered the 24/7 access model, giving members the ability to come and go as they please and making it easier for franchisees to run their businesses with fewer staff on hand. Our owners can keep their doors open longer, boosting revenue and making it even easier for their members to access lifechanging fitness services.



■ QUALIFICATIONS

Anytime Fitness can be a more affordable opportunity than others in the fitness space. Our fixed rate royalties, smaller square footage, and streamlined model make it easier for our owners to start, manage, and grow their businesses.

Along with our affordable model, we offer the potential for recurring revenue through membership fees, as well as additional revenue streams like personal coaching. Anytime Fitness franchisees have the ability to improve their communities and build businesses they can be proud of thanks to our proven system and fantastic franchise family



■ FAST FACTS

FRANCHISING SINCE: 2002

TOTAL OPERATING UNITS: 5,212

CAPITAL INVESTMENT:
\$397,537 - \$973,143

FRANCHISE FEE: \$42,500

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

ADVERTISING FEE: \$600/month

EARNINGS CLAIMS: No

AVAILABLE TERRITORIES:

Franchising throughout the United States and Canada and seeking Master Franchisees in international markets.



FRANCHISE DEVELOPMENT

800-704-5004
franchisedevelopment@
barmethod.com
barmethod.com/franchising

■ FAST FACTS

FRANCHISING SINCE: 2008

TOTAL OPERATING UNITS: 83

CAPITAL INVESTMENT:
\$355,357- \$511,869

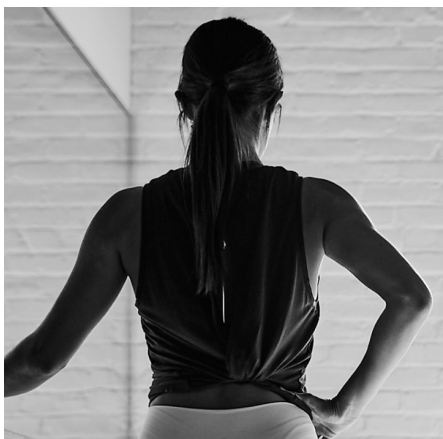
FRANCHISE FEE: \$42,500

ROYALTY FEE: 6%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: No

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



■ OPPORTUNITY DETAILS

The Bar Method is a transformative barre franchise with a proven business model, anatomy-based workouts, and multiple revenue streams. Combine your passion for barre, empowerment, and community by opening a studio with The Bar Method today.

■ TRAINING AND SUPPORT

We are committed to providing our franchise family with training and support throughout ownership. That's why you can receive grand opening assistance, instructor training, and ongoing support from our team.

Grand Opening Assistance: Get advice on the steps leading up to grand opening, including site selection and lease negotiation, construction, and interior design.

Owner Training Program: Jump feet first into ownership with a training session at our headquarters, followed by additional studio-based training.

Instructor Training Program: Your instructors receive training to help develop and hone their teaching skills, so they know how best to guide the movements of your members.

Ongoing Support: After the studio opens, you can participate in regular conference calls, receive frequent teaching notes, and take advantage of ongoing coaching.

■ OUR IDEAL OWNER

We look for owners who are passionate about barre and empowerment, hands-on leaders, and very personable—all of which can help you build an inviting barre space that your community loves.

Passionate: You're excited to open the doors with The Bar Method and get memberships going, even if this is your first or hundredth barre experience.

Hands-On: You look forward to handling daily business operations and are ready to manage a team, interact with members, and grow with our family.

People Person: Motivating your members and instructors is something you look forward to. You also have fun making strong connections in the community.





burn boot camp®

CARA LEDBETTER

Franchise Development
Sales Specialist

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burnbootcampfranchise.com

■ OPPORTUNITY DETAILS

Burn Boot Camp is looking for extraordinary individuals ready to join our mission of empowering communities through fitness with our gym franchise opportunities. As a Franchise Partner, you'll be stepping into a role that requires more than just business skills. Passion for health and wellness, leadership skills, financial stability, Business acumen, People-first mindset and drive to succeed.

■ DEMOGRAPHICS

Burn Boot Camp offers far more than a business model; we're one of the best franchises for couple owners, offering the chance to join a thriving community that values people first, champions authenticity, and celebrates success. As a Franchise Partner, you'll be supported every step of the way, backed by a brand with a proven track record of rapid growth and a mission to inspire.

■ QUALIFICATIONS

- \$150k+ Liquidity
- \$500k Net Worth
- 700+ Credit Score

■ SITE ASSISTANCE

We have a real estate process that includes an Internal Real Estate Team, Support with Site Selection, Construction and Design support from our internal team and an external Real estate team where support when needed.

■ RANKINGS & AWARDS

- Franchise Times Top 500
- Entrepreneur Franchise 500 Ranking
- Entrepreneur #8 top 15 Fitness Franchise of 2024
- Inc. 5000 America's fastest growing private companies

■ FAST FACTS

FRANCHISING SINCE: 2015

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

TOTAL OPERATING UNITS: 360

COMPANY OPERATING UNITS: 10

CAPITAL INVESTMENT: \$250k-574k

FRANCHISE FEE: \$60,000

ROYALTY FEE: 6%

ADVERTISING FEE: 2%

**EARNINGS CLAIMS:
\$1M AUV (Top 10%)**

**AVAILABLE TERRITORIES:
Throughout USA**





SCOTT SURYAN

Senior Franchise Development Director

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■ FAST FACTS

FRANCHISING SINCE: 2003

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 46%

TOTAL OPERATING UNITS: 221

COMPANY OPERATING UNITS: 1

CAPITAL INVESTMENT:
\$1,054,000+

FRANCHISE FEE: \$50,000

ROYALTY FEE: 7%

ADVERTISING FEE: 1%

EARNINGS CLAIMS: Average system
revenue \$1M+

BUILD-OUT OPTIONS:
5,000 – 8,000sq feet

AVAILABLE TERRITORIES:
Majority of the United States



■ 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.

■ 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 16 consecutive years
- Franchise Times Top 400
- Franchise Innovation Awards 2021-2024

■ QUALIFICATIONS

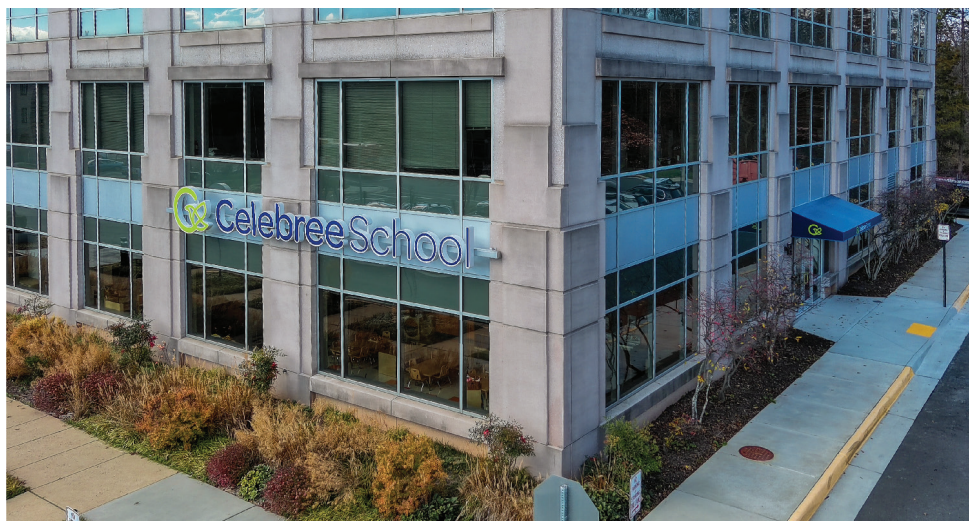
Prospective owners must love dogs as much as our customers do, and they must love running a business that puts dogs and their well-being first.

- \$1,000,000 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.





KIMBERLY WOLFF

VP Franchise Sales & Development

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www.celebree.com/franchising

■ 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.

■ RANKINGS & AWARDS

- 2024 IFA Emerging Franchisor Award
- 2024 100 Game Changers by Franchise Dictionary Magazine
- 2025 Entrepreneur Franchise 500
- 2024 Entrepreneur Franchise 500
- 2023 Entrepreneur Top New and Emerging Franchises
- 2024 Franchise Times Top 400
- 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 \$300K 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.



FranchiseTimes
TOP 400

■ FAST FACTS

FRANCHISING SINCE: 2019

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

OPERATING UNITS: 29

COMPANY OPERATING UNITS: 26

CAPITAL INVESTMENT:
\$818K - \$2.6M

FRANCHISE FEE: \$75,000

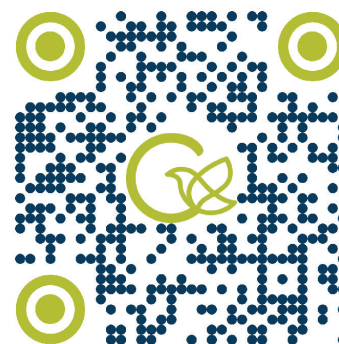
ROYALTY FEE: 7%

ADVERTISING FEE: \$1,250/week

EARNINGS CLAIMS: Yes

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

AVAILABLE TERRITORIES: USA





SCOTT WENDRYCH
Chief Operating Officer
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fyzicalfranchise.com/territory-check



■ FAST FACTS

- FRANCHISING SINCE: 2013
- MULTI-UNIT FRANCHISEE
OPERATING UNITS: 296 (48%)
- TOTAL OPERATING UNITS: 621
- COMPANY OPERATING UNITS: 60
- CAPITAL INVESTMENT: \$195k - 509k
- FRANCHISE FEE: \$49,000
- ROYALTY FEE: 6%
- EARNINGS CLAIMS: Yes
- BUILD-OUT OPTIONS:
Single, MUO, Master
- AVAILABLE TERRITORIES:
All US States, excluding CA and NY

■ OPPORTUNITY DETAILS

With over a decade of franchise experience and a rapidly expanding network, FYZICAL Therapy & Balance Centers is a pioneering force in the health and wellness sector. FYZICAL is the nation's fastest-growing physical therapy franchise and the leader in the PT industry. Their primary differentiator is their proprietary balance and fall prevention program. No healthcare experience is needed!

■ DEMOGRAPHICS

Our ideal candidates typically have a strong business acumen, experience leading teams, and are comfortable with networking. We see many successful franchisees come from backgrounds in sales, business ownership, experience in the healthcare industry, medical and non-medical, and technical positions like engineering and IT.

■ RANKINGS & AWARDS

- Ranked #1 in Physical Therapy Category 2024, Entrepreneur's Franchise 500 list
- Top Recession-Proof Franchise 2024, Franchise Business Review
- Top 100 Best Franchise Award 2024, Franchise Business Review
- Fastest-Growing Franchise 2024, Entrepreneur

■ QUALIFICATIONS

- Single Unit - \$650k net worth/\$225k Liquid
- Multi-unit - \$800k net worth/\$350k Liquid
- Master Franchisee - \$1M+ net worth/\$500k Liquid

■ SITE ASSISTANCE

FYZICAL uses advanced technology called, Buxton to locate the most desirable marketplace for your clinic. Our in-house real estate team will use Buxton and brand expertise to coach a network of over 240 real estate brokers to find the perfect site in your protected search area. Once you choose your favorite site our team will run it by the real estate committee for a final check against the site selection criteria.





PATTY CROWE

Director of Franchising

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www.goldfishswimschool.com

franchise-opportunities/

■ **OPPORTUNITY DETAILS**

Join a franchise making waves! Entrepreneur's #1 children's swimming lesson franchise, Goldfish Swim School is the premier brand. Lessons are taught by trained instructors in a safe, fun, indoor school. Our subscription-based revenue model provides an opportunity for consistent cashflows, with over 11 million lessons taught annually. Goldfish's proprietary instruction model teaches life-saving techniques, 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 old, 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 communities. \$1.5MM+ in liquid capital and \$2.5MM+ net worth required. Ownership requires active engagement in the business along with support of a strong general manager.

■ **RANKINGS & AWARDS**

- 2015-2025 Entrepreneur Franchise 500. #1 in Category.
- 2025 Franchise Times Fast & Serious; 2024 Zor Award
- 2025 Franchise Business Review Top 200 Franchise
- 2025 IFA Franchisee of the Year
- 2024 Entrepreneur Top Multi-Unit Brand
- 2024 Inc Regionals Midwest; 2024 Inc 5000
- 2024 Franchise Times Top 400
- 2024 Franchise Dictionary Magazine 100 Game Changers

■ **FAST FACTS**

FRANCHISING SINCE: 2009

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

TOTAL OPERATING UNITS: 182

COMPANY OPERATING UNITS: 4

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

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

ROYALTY FEE: 6% of gross sales

ADVERTISING FEE: 2% of gross sales/quarterly

EARNINGS CLAIMS:
Yes - See Item 19

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

AVAILABLE TERRITORIES: California, Dallas, Tampa, among others

HAND & STONE®

MASSAGE AND FACIAL SPA

JIM ATKINSON

Vice President, Franchise Development

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www.handandstone.com/franchise



■ FAST FACTS

FRANCHISING SINCE: 2006

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:**
72% of the System

TOTAL OPERATING UNITS: 656

COMPANY OPERATING UNITS: 15

CAPITAL INVESTMENT:
Starts at \$556K

FRANCHISE FEE: \$32.5-49.5K

ROYALTY FEE: 5-6%

ADVERTISING FEE: 5%

EARNINGS CLAIMS: \$1.4 Million AUV

BUILD-OUT OPTIONS:
Conversion & New In-line

AVAILABLE TERRITORIES:
1300+ territories in All US states
excluding New Jersey



■ OPPORTUNITY DETAILS

Creating a wellness ritual through personalized skincare and massage services, Hand & Stone has 600+ locations in the US with 1300+ available trade areas to grow in. After 20 years of consecutive growth, we have an average unit volume of \$1.4 million!

■ DEMOGRAPHICS

We target health-conscious individuals seeking high-quality spa services. Our demographics include women ages 25–65, a growing segment of men, & middle to upper-income customers focused on wellness and self-care. Popular among fitness enthusiasts & skincare-focused clients, Hand & Stone appeals to younger clients seeking prevention and older adults prioritizing anti-aging and relaxation.

■ RANKINGS & AWARDS

The fastest-growing spa franchise in the country, Hand & Stone has been named No. 1 in the spa category by Entrepreneur Magazine in 2023, 2021 and 2020 and was ranked No. 8 on Forbes Best Franchises to Buy list in the high investment category. Hand & Stone has also won the Franchise Update Innovation Awards in recent years for Neveskin and the Dermalogica ProPen.

■ QUALIFICATIONS

We are looking for Health & Wellness advocates, current multi-unit franchisees of other brands, pivoting executive looking for their second act, Private Equity investors, and Veterans. Financially, we require \$150,000 liquidity and \$750,000 net worth per unit.

■ SITE ASSISTANCE

Shortly after signing your franchise agreement, you'll begin working with our real estate team and a dedicated broker to identify the ideal location for your Hand & Stone spa. Our team will support you every step of the way, including site visits and guidance through LOI negotiations.





MASSAGE LUXE®

SEAN RENTCHLER

VP of Growth and Development

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massageluxe.com/franchise-opportunities

■ OPPORTUNITY DETAILS

Join the thriving wellness industry with MassageLuXe! Our proven business model offers comprehensive training, marketing support, and access to a rapidly growing market. With recurring revenue from memberships and a commitment to luxury spa experiences, owning a MassageLuXe franchise is your path to success. Start building your future today!

■ DEMOGRAPHICS

MassageLuXe targets prime demographics to drive franchise success. With a focus on affluent, wellness-conscious individuals, we help identify locations with high-income households, strong population density, and a demand for premium spa services. Our data-driven approach ensures your spa is positioned to attract and retain loyal clients, fueling growth and profitability.

■ RANKINGS & AWARDS

- Top Franchise for Veterans
- Top Franchise for Women
- Entrepreneur Top 500
- Top Franchise for DEI
- Top Franchise for Diversity
- Franchise Times Top 400
- Franchise Times Top 200
- Newsweek- Best Customer Service

■ QUALIFICATIONS

Minimum financial requirements are \$150,000 liquid capital and \$400,000 net worth per location. Passion and desire to promote sustainable self-care within your community through adhering to a proven system and providing superior customer service. Sales and operational experience a plus.

■ SITE ASSISTANCE

MassageLuXe provides expert site assistance to help you find the perfect location for your franchise. Our team uses detailed market analysis and industry insights to ensure your spa is positioned for maximum success. From site selection to spa layout, we guide you every step of the way to create a thriving business in the ideal location.



■ FAST FACTS

FRANCHISING SINCE: 2008

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 61

TOTAL OPERATING UNITS: 94

COMPANY OPERATING UNITS: 0

CAPITAL INVESTMENT: \$570k-800k

FRANCHISE FEE: \$42,500

ROYALTY FEE: 6%

ADVERTISING FEE: 3.5%

EARNINGS CLAIMS: avg rev for top 25% is \$1.3 million

BUILD-OUT OPTIONS:
Tenant Build-Out

AVAILABLE TERRITORIES:
United States





PARRISH LAMB
VP of Franchise Sales
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plamb@orangetheory.com
www.orangetheory.com



■ FAST FACTS

FRANCHISING SINCE: 2010

MULTI-UNIT FRANCHISEE
OPERATING UNITS: 94%

TOTAL OPERATING UNITS: 1,325

COMPANY OPERATING UNITS: 14

CAPITAL INVESTMENT: \$850K-900K

FRANCHISE FEE: \$59,950

ROYALTY FEE: 8%

ADVERTISING FEE: 3%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS:
In Line, Free Standing

AVAILABLE TERRITORIES: USA



■ OPPORTUNITY DETAILS

We offer franchise operators a recurring revenue membership model geared towards strong AUVs and exceptional margins. Our classes are personalized, total body experiences in a group setting that includes strength & cardio. The coach-led, science backed, technology-enabled heart rate zone and strength training workouts are tailored to each member based on their individual metabolic response.

■ QUALIFICATIONS

- \$500K Liquidity
- \$1.5M Net Worth

■ DEMOGRAPHICS

- Average Household Income \$70K
- 50K Population - 15 min drive time
- Studio Range from 1,800-2,600 square feet



■ SITE ASSISTANCE

Yes, In house real estate assistance, site selection and negotiations

■ RANKINGS & AWARDS

- 2025 Entrepreneur Franchise 500
- 2025 Forbes Best Customer Service Companies
- 2024 Entrepreneur Top Brands for Multi-Unit Owners
- 2024 Entrepreneur Top Global Franchises
- 2024 Entrepreneur Fastest Growing Franchises
- 2024 Forbes Best Brands for Social Impact
- 2024 Voted the #1 Best Gym by Newsweek’s Reader Choice

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■ **OPPORTUNITY DETAILS**

Perspire Sauna Studio offers a proven, wellness-focused franchise model delivering infrared sauna therapy. With low overhead, scalable operations, and growing consumer demand for health-conscious services, it's the perfect investment for multi-unit operators and wellness advocates.

■ **RANKINGS & AWARDS**

Ranked among the top wellness franchises in Franchise Times and recognized by Well+Good for innovative wellness services.

■ **QUALIFICATIONS**

Passionate entrepreneurs with a minimum net worth of \$500K and liquid capital of \$150K, experienced in multi-unit franchising or business operations.

■ **SITE ASSISTANCE**

Comprehensive site selection support, leveraging real estate vendor partnerships for high-traffic locations with ideal demographic profiles.

■ **DEMOGRAPHICS**

Ideal for health-conscious communities and urban centers with middle-to-upper-income populations prioritizing self-care and holistic wellness.

■ **FAST FACTS****FRANCHISING SINCE:** 2019**TOTAL OPERATING UNITS:** 73**COMPANY OPERATING UNITS:** 5**CAPITAL INVESTMENT:**
\$485K–\$645K**FRANCHISE FEE:** \$45,000**ROYALTY FEE:** 6%**ADVERTISING FEE:** 2%**EARNINGS CLAIMS:** Yes**BUILD-OUT OPTIONS:** Turnkey, semi-turnkey options available.**AVAILABLE TERRITORIES:**
Nationwide, with priority in California, Texas, New Jersey, and New York.



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■ FAST FACTS

FRANCHISING SINCE: 2012

MULTI-UNIT FRANCHISEE
OPERATING UNITS: 82%

TOTAL OPERATING UNITS: 400

COMPANY OPERATING UNITS:
32 corporate owned and operated locations

CAPITAL INVESTMENT:
\$721,978-\$2,016,921

FRANCHISE FEE: \$52,500

ROYALTY FEE: \$0.33 per square feet

ADVERTISING FEE:
\$0.06 per square feet

EARNINGS CLAIMS:
FRANCHISOR does not make any financial performance representations. FRANCHISEE, and each party executing this document, acknowledges that PHENIX SALON SUITES, itself or through any officer, director, employee or agent, has not made, and FRANCHISEE has not received or relied upon, any oral or written, visual, express or implied information, representations, assurances, warranties, guarantees, inducements, promises or agreements concerning the actual, average, projected or forecasted franchise sales, revenues, profits, earnings or likelihood of success that FRANCHISEE might expect to achieve from operating the Business.

BUILD-OUT OPTIONS:
Standard Salon Suite Complex
• Build-out options for the salon suite complex can range in size averaging between 4,500-6,000 sq. ft. Plans are available for build-out options less than 4,500 sq. ft. or larger than 6,000+ sq. ft. if desired.

AVAILABLE TERRITORIES:
Territories across the U.S. and globally



■ OPPORTUNITY DETAILS

Phenix Salon Suites is a worldwide name offering a semi-absentee model with a flexible time commitment. The salon suites concept gives franchisees the chance to earn passive income and diversify their portfolio, as they can maintain their existing careers with limited management needed for the day-to-day operations. Phenix has been a leading force in the salon suites industry for years, and most recently was the first to open internationally.

■ DEMOGRAPHICS

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

■ RANKINGS & AWARDS

- Phenix Salon Suites has been recognized for 12 straight years on the Entrepreneur Franchise 500 list.
- Ranked #1 Salon Suite brand & #1 brand for multi-unit owners.
- Phenix Salon Suites has been listed as one of the Fastest Growing Franchises according to Entrepreneur for 10 years.
- The brand also landed on the Franchise Times Top 400 list for three consecutive years.

■ QUALIFICATIONS

Phenix Salon Suites is seeking driven franchisees who have some real estate experience or business management experience and are interested in a semi-absentee ownership model that allows you to develop multiple salon suite concepts within a targeted territory. These partners must be well capitalized with access to at least \$300,000 in liquid capital and hold a combined minimum net worth of \$1 million. Prospective franchisees have an opportunity to join a thriving salon suite concept that has a commanding presence worldwide.

■ SITE ASSISTANCE

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





WAXING THE CITY®

FRANCHISE DEVELOPMENT

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WaxingtheCity.com/franchise

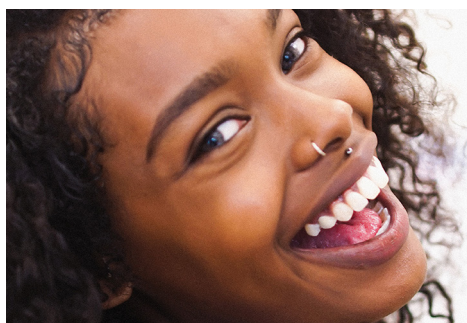
■ OPPORTUNITY DETAILS

Waxing the City is an exciting waxing franchise that offers you key franchise benefits to help you attract customers in the growing self-care industry. With over one hundred locations across the United States, our tried-and-true business model can help you build your own business and make a difference for your clientele. Join Waxing the City on our journey to bring self-care to every customer and grow your own studio in the thriving personal care movement.

■ SITE ASSISTANCE

Every franchise owner at Waxing the City receives key support and training to help them develop their location. You'll receive marketing strategies and grand opening assistance, so you can keep your franchise on track and your customers in the studio.

- Comprehensive startup plans
- Key training on studio operations • Technical courses for Cerologists
- Grand opening programs and assistance
- Corporate and local marketing strategies



■ QUALIFICATIONS

Our ideal franchise owner is a driven entrepreneur who cares about helping members look and feel good. You know the basics of business ownership and are ready to take on any challenges and adventures that may come your way.

- **Passionate:** Helping customers look their absolute best is a driving force for you. You see the benefits of self-care and want to help others see and feel it, too.
- **Business Savvy:** You have a working knowledge of marketing or sales, and you're a team player—even when it comes to leading your own team.
- **Enterprising:** Your go-getter attitude means you're excited to own a business of your very own and welcome your first customers on grand opening.



■ FAST FACTS

FRANCHISING SINCE: 2010

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 126

TOTAL OPERATING UNITS: 151

CAPITAL INVESTMENT:
\$325,393 - \$603,879

FRANCHISE FEE: \$42,500

ROYALTY FEE: 6%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: No

AVAILABLE TERRITORIES:
Franchising throughout the United States.



FRANK SOCCORSI

Franchise Development

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■ FAST FACTS

FRANCHISING SINCE: 2017

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

TOTAL OPERATING UNITS: 25

COMPANY OPERATING UNITS: 5

CAPITAL INVESTMENT:
\$411,800 - \$1,203,800

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, 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 \$1,000,000 which includes \$250,000 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 \$3.6M AUV and \$492K average EBITDA at the top 50% of locations, make up Angry Crab Shack's winning formula.





STEVE ZWERLING

Senior Manager, Franchise Development

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opportunities/domestic

■ OPPORTUNITY DETAILS

Applebee's Grill + Bar is seeking experienced business owners interested in diversifying their portfolios to grow one of America's leading casual dining brands. With a rich history and a bold future, we evolve to meet market demands while staying true to our roots. As a franchise partner, you'll join a dedicated support team and a network of longtime operators driving the brand's success. Be part of our next chapter and help shape the future of America's favorite grill and bar.

■ DEMOGRAPHICS

Our restaurants are in thriving trade areas with a median household income of \$70,000 or higher and a total population of at least 100,000 within a 5-mile radius. High visibility and accessibility are key, with an average daily traffic count of 30,000 vehicles near the location. These demographics ensure a strong customer base of families, professionals, and social diners looking for a welcoming, casual dining experience, making Applebee's a prime destination in the neighborhood.

■ RANKINGS & AWARDS

Franchise Times Top 500,
Technomic Top 500

■ QUALIFICATIONS

We are looking to partner with operators that have experience in restaurant or hospitality operations, including staff management, financial oversight, and food safety. They should understand local market trends and customer preferences to effectively compete in the area. An alignment with Applebee's brand values is essential, with a focus on customer service, a welcoming atmosphere, and upholding the brand's reputation.

■ SITE ASSISTANCE

We provide comprehensive site assistance to help franchisees secure the ideal location for success. Our team offers market analysis, site selection guidance, and real estate expertise to ensure optimal visibility and accessibility. We evaluate key factors such as demographics, traffic patterns, and local competition to position your restaurant for growth. From identifying prime locations to lease negotiations, we are dedicated to helping franchisees establish a thriving casual dining destination in the right market.



■ FAST FACTS

FRANCHISING SINCE: 1988

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 1,449

TOTAL OPERATING UNITS: 1,500

COMPANY OPERATING UNITS: 47

CAPITAL INVESTMENT:
\$2,428,029 - \$7,084,006

FRANCHISE FEE: \$35,000

ROYALTY FEE: 4%

ADVERTISING FEE: 4.25%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: Freestanding,
end cap, conversion, urban/high
density, non-traditional (Airports,
Casinos, Military Bases, Major
Medical, etc.)

AVAILABLE TERRITORIES:
Northwest, Midwest, Northeast,
Southeast.



Make it a Badass Day!

GREGG KOFFLER

Chief Development Officer

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■ FAST FACTS

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

MULTI-UNIT FRANCHISEE OPERATING UNITS: 27

TOTAL OPERATING UNITS: 39

COMPANY OPERATING UNITS: 1

CAPITAL INVESTMENT:

\$514,200-\$980,500*

*Source: 2024 Bad Ass Coffee of Hawaii FDD

FRANCHISE FEE: \$100,000**

**for three-store commitment (required)

ROYALTY FEE: 5%

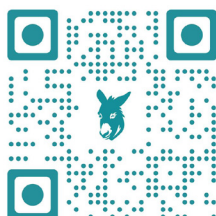
ADVERTISING FEE: 2%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: We offer a full complement of store build-out models for any real estate need.

AVAILABLE TERRITORIES:

Opportunities available nationally.



■ OPPORTUNITY DETAILS

39 stores now open nationally, 22 new stores coming in 2025, and many more in the works, Bad Ass Coffee of Hawaii is making serious waves, and rapidly emerging into the market.

BADASS is GOOD. This is a new stand-out iconic & traffic driving name, experience, and concept in the coffee space, driving customers in. Opening with its unmatched Premium Hawaiian Coffee Collection, exciting and intentionally crafted Hawaiian drinks, and food menu, and following with must-have branded merchandise, it all adds up to some of the highest \$/transaction in the coffee segment. The distinct branding makes merch not only a significant revenue stream, but also an integral part of the brand experience, driving word-of-mouth and brand buzz.

■ DEMOGRAPHICS

- Proximity to dense populations, schools/colleges, businesses, parks, retail areas.
- Residential population greater than 25,000.
- Morning commute side with multiple access points, visible signage and 20,000+ ADT
- Median HHI \$55,000+

■ SITE ASSISTANCE

We provide end-to-end support throughout the site selection, lease or purchase execution, and construction/build-out process.

■ QUALIFICATIONS

- Multi-unit franchise partners with prior or current multi-unit, multi-brand experience preferred, or strong business ownership/management experience.
- A persistent entrepreneurial spirit.
- A desire to be a part of a bigger 'ohana (family) with a strong connection to their community.
- \$750,000 available in liquid assets and a minimum net worth of \$1,500,000. Three-store minimum development commitment required.

■ RANKINGS & AWARDS

- QSR's 40/40 List 2023 as one of America's hottest emerging fast casual brands
- QSR's Top 50 – 2022 Contenders List as a brand to watch
- IFA Franchisee of the Year Award winners: 2022, 2023, 2024
- Inc. 5000 2024





MARITA SWIFT

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■ OPPORTUNITY DETAILS

The Big Biscuit, founded in 2000, has 28 locations, 75% corporate-owned and 100% multi-unit franchisees. Famed for serving impossibly generous portions of classic breakfast favorites, like oversized buttermilk biscuits, plate-size pancakes, and hand-breaded fried chicken. The Big Biscuit pairs the nostalgia of American comfort foods with a modern brand that resonates across generations.

■ DEMOGRAPHICS

The Big Biscuit thrives in urban, suburban, and mid-market locations. Attracting a wide demographic of loyal Guests through an abundance of classic comfort foods with innovative twists and pairing a modern brand with tech-forward features that engage younger audiences with genuine hometown hospitality that brings whole communities together.

■ RANKINGS & AWARDS

The Big Biscuit—recognized as a Top Five Breakout Brand in 2024 and featured on the Top 400 Franchises by Franchise Times, was a finalist in the 2025 Global Franchise Awards, alongside dozens of recent regional recognitions, including Fastest Growing Companies, Best In The World, Best Business Breakfast, and Best Breakfast for four consecutive years.

■ QUALIFICATIONS

Ideal Big Biscuit franchisees are experienced multi-unit owners with an established team of operators in the food and beverage space. Ideal franchisees share our brand values—offering Guests genuine hometown hospitality, serving freshly prepared quality comfort foods, and positively impacting the communities they serve—one biscuit at a time.

■ SITE ASSISTANCE

The Big Biscuit boasts a first-in-class franchise support team that leverages a robust tech stack, detailed site analytics, and 25 years of proven market experience. The team deeply understands Guest personas and has powerful insights into target markets. In addition, it offers specialized roles in training, supply chain, operations, marketing, and more.



■ FAST FACTS

FRANCHISING SINCE: 2018

MULTI-UNIT FRANCHISEE OPERATING UNITS: 7

TOTAL OPERATING UNITS: 28

FRANCHISE FEE: \$40,000

ROYALTY FEE: 5%

ADVERTISING FEE: 1%

BUILD-OUT OPTIONS: The Big Biscuit offers flexible investment options, including lease or own, and adaptable store styles: free-standing, end-cap, and in-line.

AVAILABLE TERRITORIES: Franchise growth opportunities are available in certain states throughout the US in urban, suburban, and mid-market areas



*This is for informational and illustrative purposes only and is not an offer to sell, or a solicitation of an offer to buy, a franchise. An offer or sale of a franchise will be made only in connection with a furnished Franchise Disclosure Document ("FDD"), or pursuant to exemptions available under the franchise laws from the need to furnish an FDD. Currently, the following states regulate the offer and sale of franchises: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin. If you are a resident of one of these states, we will not offer you a franchise unless and until we have complied with applicable pre-sale registration and disclosure requirements in your jurisdiction. There is no assurance or guarantee that you will be approved for development in any geographic area. There is no assurance or guarantee as to the profitability or success with respect to building a new restaurant in any geographic area, and Big Biscuit makes no representation of any kind in that regard. For information regarding the collection and use of data, please see our Privacy Policy.



BROOKS SPEIRS

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■ FAST FACTS

FRANCHISING SINCE: 1979

TOTAL OPERATING UNITS: 813

COMPANY OPERATING UNITS: 287

CAPITAL INVESTMENT:
\$2,600,320 - \$3,779,700

FRANCHISE FEE: \$35,000

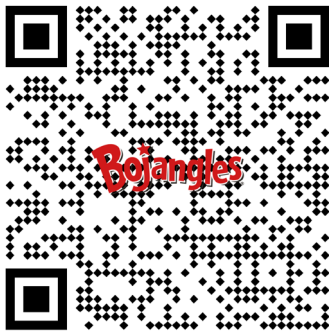
ROYALTY FEE: 4% of total monthly
Gross Sales

ADVERTISING FEE: 4% of total
monthly Gross Sales

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: Traditional and
non-traditional; freestanding, end-
cap, drive-thru and double drive-thru

AVAILABLE TERRITORIES:
Nationwide



■ OPPORTUNITY DETAILS

For more than 45 years, nobody has mastered breakfast, fried chicken, and biscuits like Bo*. Since 1977, our commitment to quality has made us an industry trailblazer, with more than 800 locations nationwide and counting. As a leading breakfast and chicken franchise, we stand out from the competition by offering ambitious entrepreneurs the chance to grow in the thriving QSR space with an innovative menu featuring multiple dayparts.

■ DEMOGRAPHICS

Bojangles has earned a loyal following across diverse demographics and income levels. Our signature combination of Southern flavors, quality, value, and convenience makes us a standout choice nationwide. Our offerings for breakfast, lunch, and dinner give us a competitive edge in the chicken space and make us a family favorite for all occasions.

■ RANKINGS & AWARDS

Bojangles has been voted a Best Brand for Franchising in 2024 by QSR Magazine, ranked #53 on the Franchise Times Top 400 list and featured on Entrepreneur Magazine’s Franchise 500 ranking.

■ QUALIFICATIONS

Bojangles seeks experienced entrepreneurs with a passion for restaurant excellence. Ideal candidates have a proven track record in restaurant development, operational infrastructure, and the ability to develop a minimum of three units. We are growing with franchise owners located in or near our expansion markets who are dedicated to crafting exceptional customer experiences.

■ SITE ASSISTANCE

Bojangles’ modernized site designs are crafted to enhance labor efficiency and operational flow. Franchisees can select from various building plans tailored to their market’s needs. Our comprehensive support includes advanced development tools, detailed location analysis, guidance on site selection, LOI and lease negotiation, and expert construction and site design assistance.





STEVE SLOWEY

Director of Franchise Sales

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■ OPPORTUNITY DETAILS

If you've ever dreamed of being the owner of the best local bar in town, The Brass Tap is your destiny. The Brass Tap offers an elevated experience in every way with the warmth and personality of a local bar. A 4% royalty, small footprint and extremely profitable sales mix support an attractive ROI. Be sure to check us out.

■ DEMOGRAPHICS

- High-visibility end-cap, Class A locations
- ~3200 sq ft, with 600 sq ft covered patio
- Residential Population (15min): 35,000
- Median HH Income: \$60,000
- Territories available in 47 states

■ QUALIFICATIONS

The Brass Tap is seeking single and multi-unit franchise partners with a passion for true hospitality. Prior restaurant or business experience preferred, but not necessary. Minimum net worth of \$1M and liquid assets of \$300K. If you love craft beer, innovative cocktails and elevated food, The Brass Tap is the perfect opportunity for you!

■ SITE ASSISTANCE

We utilize industry-leading site evaluation and real estate search tools to assist franchisees in identifying potentially successful locations. Our in-house real estate team will help you all the way through the new store opening process, from site search & lease negotiation to design & construction.

■ FAST FACTS

FRANCHISING SINCE: 2012

MULTI-UNIT FRANCHISEE OPERATING UNITS: 22

TOTAL OPERATING UNITS: 52

COMPANY OPERATING UNITS: 2

CAPITAL INVESTMENT:
\$812K - \$1.4M

FRANCHISE FEE: \$43,000

ROYALTY FEE: 4%

ADVERTISING FEE: 1.5%

EARNINGS CLAIMS: No

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

AVAILABLE TERRITORIES:
Nationwide



BUBBAKOO'S BURRITOS

CHRIS IVES

CFO

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www.bubbakoosfranchise.com

■ FAST FACTS

FRANCHISING SINCE: 2016**TOTAL OPERATING UNITS:** 130**CAPITAL INVESTMENT:** \$331k - 700k**FRANCHISE FEE:** \$35k**ROYALTY FEE:** 6%**ADVERTISING FEE:** 2%

■ OPPORTUNITY DETAILS

Bubbakoo's Burritos, is redefining the fast-casual Mexican market with premium flavors and unforgettable guest experiences. Bubbakoo's Burritos is one of the fastest growing brands in the hospitality industry.

■ QUALIFICATIONS

Like our burritos, we're looking for amazing restaurant owners who have a specific focus on quality and food integrity. We are a people-first organization and are looking for operators with that same mentality.

■ RANKINGS & AWARDS

- 2025 Top Franchises for FranchiseBusiness Review
- Franchise Times 2024 Top Brands to Buy
- 2024 Franchise Times Top 400
- 2025 Entrepreneur Franchise 500





■ OPPORTUNITY DETAILS

Checkers & Rally's continues to create value for our franchisees and give additional growth options with our new, smaller restaurant layout, designed to allow franchisees access to formats that reduce land requirements, construction and equipment costs. The addition of indoor dining benefits those in a climate that is unpredictable. Made to maximize efficiencies and streamline output.

■ 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

- Franchise Business Review Hall of Fame for 10 years
- Franchise Times to 500
- Entrepreneur Franchise 500
- Franchise Business Review Top Franchisee Satisfaction

■ QUALIFICATIONS

Checkers & Rally's is looking for owners with QSR or franchise business experience, that has a Liquid Capital minimum of \$350,000 and a Net Worth minimum of \$900,000. Franchisees of non-competing brands with Multi-Unit operations experience preferred.

■ SITE ASSISTANCE

Checkers & Rally's Real Estate and Construction team is there to assist with site identification and approval with a dedicated professional assigned to your territory. They walk through all stages from building to opening, with an assigned construction manager to work with you on hiring vendors to move your project through to opening.



ROBERT BHAGWANDAT

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EILEEN HIMBER

*Sr. Manager, Franchise Development
Marketing and Recruitment*

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■ FAST FACTS

FRANCHISING SINCE: 1989

**MULTI-UNIT FRANCHISEE
OPERATING UNITS: 522**

TOTAL OPERATING UNITS: 754

COMPANY OPERATING UNITS: 232

**CAPITAL INVESTMENT:
\$639k-\$2.77m**

FRANCHISE FEE: \$30,000

ROYALTY FEE: 4%

ADVERTISING FEE: 4 1/25%

EARNINGS CLAIMS: \$1.175m

**BUILD-OUT OPTIONS:
Multiple formats available**

**AVAILABLE TERRITORIES:
Multiple territories available**



JACK HALL

Franchise Sales Manager

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■ FAST FACTS

FRANCHISING SINCE: 1987

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

TOTAL OPERATING UNITS: 274

COMPANY OPERATING UNITS: 19

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

■ 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 ranked #175 on the 2024 Franchise Times Top 400
- Cicis Pizza ranked #3 in the Top 75 Brands on the 2024 Pizza Marketplace Top 100 Movers & Shakers List
- Cicis Pizza's President Jeff Herstel ranked #1 in the Top 24 Executives on the 2024 Pizza Marketplace Top 100 Movers & Shakers List

■ 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 3,500 to 6,000 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 or pick-up window is also recommended.





CORY DAVENPORT

Franchise Sales Manager

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■ OPPORTUNITY DETAILS

The Coffee Bean & Tea Leaf offers a premier franchise opportunity, blending 60 years of coffee and tea expertise with a proven, scalable business model. With over 1,100 global locations, flexible formats, and a reputation for premium products and innovation, our iconic Southern California brand is expanding across North and South America. Join a leader in the specialty beverage segment and diversify your portfolio with a globally recognized brand.

■ DEMOGRAPHICS

The Coffee Bean & Tea Leaf 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 The Coffee Bean & Tea Leaf's passion and culture.

■ RANKINGS & AWARDS

Ranked #130 on the Franchise Times "Top 400 Franchises" list in 2024, The Coffee Bean & Tea Leaf takes pride in delivering high-quality products, and sources from the top one percent of Arabica beans. As a trailblazer in the coffee and tea industry, The Coffee Bean & Tea Leaf is credited for driving innovations in the coffee and tea industry with inventions such as The Original Ice Blended® drink launched in 1987, the introduction of the Chai Tea Latte in 1998, or being the first global coffee house to offer Nitro Cold Brew.

■ QUALIFICATIONS

- Experience as a multi-unit restaurant operator
- Net Worth: 500k (per location to be opened)
- Liquid Assets: 250k (per location to be opened)
- Infrastructure to meet a multi-unit development schedule
- Real estate experience in the market to be developed
- A Passion for Coffee & Tea
- Shares CBTL's Values, Mission, and Goals

■ SITE ASSISTANCE

With more than 1,100 stores worldwide, The Coffee Bean & Tea Leaf has earned a reputation as a beverage industry pioneer, and we have evolved our business to fit into a wide range of retail real estate formats fitting into spaces as small as 250 square feet. These include traditional street side, inline, endcap, drive-thru only, airports, university campuses and more. Our real estate and development team assists franchisees with their store design, store specifications and construction needs.



■ FAST FACTS

FRANCHISING SINCE: 2001

MULTI-UNIT FRANCHISEE OPERATING UNITS: 60+ domestic

TOTAL OPERATING UNITS: 1,100 globally

COMPANY OPERATING UNITS: 108 domestic

CAPITAL INVESTMENT: \$940,600 to \$1,430,100 full-service, \$551,000 to \$916,000 kiosk

FRANCHISE FEE: \$25,000

ROYALTY FEE: 5.5% of gross sales

ADVERTISING FEE: 2%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: Traditional Street Side, Inline, Endcap, Drive-thru, Non-Traditional

AVAILABLE TERRITORIES: USA

DONATOS[®] PIZZA

Gotta love more.™

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!





JASON STEELE

Founder/CEO Steele Advisory Group

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www.donershack.com

■ OPPORTUNITY DETAILS

Doner Shack is an award-winning and innovative QSR franchise, specializing in Kebabs, Chicken and Fries. Featuring advanced robotic systems, Doner Shack ensures speed, consistency, and reduced labor costs, making it ideal for scalability. With roots in Europe's thriving kebab culture, and stores expanding worldwide, this is your chance to lead the way in the booming Mediterranean food sector in the USA.

■ DEMOGRAPHICS

- Median Age: 14 - 55
- Min. Avg. Household Income: \$70,000
- Seating Inside: 10 - 60
- Site size (build out dependent):
 - Kiosk - min 700 sq/ft
 - In-Line/End Cap - min 1000 sq/ft
 - Stand Alone/Drive Thru - min 1500 sq/ft

■ RANKINGS & AWARDS

- Elite Franchise Top 100 2025
- Elite Franchise Top 100 2023
- World Innovation Award 2023
 - Robotic Kebab Machine
- IFA Member

■ QUALIFICATIONS

Candidates need a 700+ credit score, \$125,000+ cash available, and a \$350,000+ net worth. They must demonstrate strong business acumen, a track record of success, passion for the brand, and commitment to their community. An entrepreneurial mindset, along with experience in sales, marketing, and restaurant/retail, is also essential.

■ SITE ASSISTANCE

Doner Shack's experienced real estate team, partners with franchisees and brokers for site selection. After finding a location, franchisees submit a site request form for analysis and review. Upon site approval, the team assists with lease negotiation, design, construction, and the grand opening process.

■ FAST FACTS

FRANCHISING SINCE: 2018

CAPITAL INVESTMENT:
\$125k cash available and
\$350k+ Net Worth

FRANCHISE FEE: \$40,000

ROYALTY FEE: 6%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: Flexible
concept models: Non traditional | In
Line | End Cap | Stand Alone | Drive
Thru from 700 sq/ft - 0.5 Acres

AVAILABLE TERRITORIES: USA





VON DAWSON
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■ FAST FACTS

FRANCHISING SINCE: 2009

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 96

TOTAL OPERATING UNITS: 117

COMPANY OPERATING UNITS: 0

CAPITAL INVESTMENT:
\$642,000 - \$1,523,500

FRANCHISE FEE: \$40,000

ROYALTY FEE: 5%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: Freestanding,
end cap, non-traditional (airports,
colleges/universities, travel centers,
casinos, private institutions)

AVAILABLE TERRITORIES:
Northwest, Midwest, Northeast,
Southeast.

■ OPPORTUNITY DETAILS

Fuzzy's Taco Shop has been serving up good vibes, fun times, and fresh flavors since opening our first location in 2003. Known for our laid-back atmosphere and strong community ties, Fuzzy's is the go-to neighborhood taco shop where guests can relax and stay a while. Franchising since 2009, we have development opportunities in markets across the country and varied venues for qualified multi-unit operators who are passionate about great food, great experiences, and building a loyal fan base.

■ DEMOGRAPHICS

Our restaurants thrive in areas with a median household income of \$70,000 and a total population of 50,000 within a 3-mile radius. High visibility and accessibility are key, with successful locations positioned near roads that see an average traffic count of 25,000 vehicles per day. These demographics support strong customer engagement and repeat visits, making Fuzzy's a neighborhood favorite and a community gathering place where guests enjoy great food, fun times, and a welcoming atmosphere.

■ RANKINGS & AWARDS

- Technomic Top 500
- 2024 Fast Casual's Top 100 Movers & Shakers

■ QUALIFICATIONS

We are looking for qualified candidates willing to enter into development agreements to build multiple restaurants in a defined geography within a defined period. Our ideal partner is an experienced, multi-unit and multi-brand operator. We typically require a minimum \$500,000 liquidity and \$1.5 million net worth.

■ SITE ASSISTANCE

We provide comprehensive site assistance to help franchisees find the ideal location for success. Our team supports you with market analysis, site selection guidance, and real estate expertise to ensure strong visibility and accessibility. We evaluate key factors like demographics, traffic patterns, and competitor presence to position your restaurant for growth. From securing a prime location to lease negotiations, Fuzzy's is committed to helping franchisees establish a thriving neighborhood taco shop in the right market.





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 2025. 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 an appealing tried-and-true value to guests and an experienced support team to new and existing franchisees.

■ RANKINGS & AWARDS

Ranked #1 in our category on the Entrepreneur Franchise 500 list, Golden Corral has premier brand equity in the restaurant landscape. We bring our wholesome menu and family-friendly atmosphere to markets across the country, along with a thorough support system to ensure our franchisees have a great franchise experience. Don't miss this golden opportunity with the premier "unlimited buffet concept" where delicious food and family-friendly hospitality are the core of our brand and have been since our founding in 1973.

■ QUALIFICATIONS

Is this the golden opportunity for you to unlock franchise growth in the family dining restaurant category? Golden Corral takes all the necessary steps to ensure franchisees are prepared ahead of opening. Franchise investors should have a net worth of \$2.5 million with at least \$500,000 in liquidity. Ideal candidates should have full-service restaurant operations experience and want the opportunity to grow with a legacy brand in the restaurant space. We are open to franchisee teams that together meet all the requirements and have the infrastructure to support franchise growth.

■ SITE ASSISTANCE

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

■ DEMOGRAPHICS

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

■ FAST FACTS

FRANCHISING SINCE: 1987

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

TOTAL OPERATING UNITS: 350+

COMPANY OPERATING UNITS: 3

**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**



DANNY DISTASIO

Franchise Development Manager

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■ FAST FACTS

FRANCHISING SINCE: 2023

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

TOTAL OPERATING UNITS: 62

COMPANY OPERATING UNITS: 26

CAPITAL INVESTMENT: \$1.5M-4.8M

FRANCHISE FEE: \$50,000

ROYALTY FEE: 6%

ADVERTISING FEE:
3% Ad Fund, 1% Local

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Freestanding drive thru, in-line, end-cap drive thru, digital/ghost kitchens, conversions of 2nd generation buildings.

AVAILABLE TERRITORIES: CO, FL, GA, ID, KY, MI, NC, NM, OH, PA, SC, UT, WI



■ OPPORTUNITY DETAILS

Hawaiian Bros serves fresh island-inspired plate lunches in 30 seconds or less prepared without freezers, fryers, or microwaves. A simple menu with higher AUVs has been key to driving sustainable growth since 2018 with 60+ units across 9 different states today. Franchisees may convert legacy 2nd generation buildings in diverse trade areas, and develop multiple restaurant formats, such as drive-thru, in-line, and endcap.

■ DEMOGRAPHICS

Hawaiian Bros appeals to a broad demographic, from Gen Z to Boomers. Our culture is built on treating customers like Ohana—family—by creating a welcoming environment for all. We prioritize ease, kindness, and appreciation, ensuring a friendly, fast casual dining experience that resonates with diverse customers, making it a great opportunity for franchisees.

■ RANKINGS & AWARDS

The number one spot on Ingram's Corporate Report of the Top 100 fastest growing companies, the number seven spot on QSR Magazine's 40/40 List of America's Hottest Startup Fast Casuals, inclusion in Nation's Restaurant News 100 Under 100 Emerging Restaurant Chains, a spot on Fast Casual Top 100 Movers & Shakers' list as well as FranchiseTimes' Top 400 list.

■ QUALIFICATIONS

Hawaiian Bros seeks seasoned franchisees with 10+ years of fast casual/QSR experience, \$2.5M in liquid assets, \$5M net worth, and a commitment to develop 5–15 units based on market size. Since March 2023, we've signed agreements with 10 multi-unit franchisees to develop 270+ restaurants across 40+ markets in 15 states.

■ SITE ASSISTANCE

Hawaiian Bros differentiates its franchising support to include development real estate site analytics and project management, extensive training, new restaurant opening operations supports for 2 weeks, and assistance with restaurant technology set up and installation for the first new restaurant location opened.





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
- Entrepreneur's Best Brands for Multi-Unit Owners
- Award Winning Coffee
- Franchise Times Top 400



■ QUALIFICATIONS

- Customer service oriented
- Liquid assets of \$250,000
- 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: 98

TOTAL OPERATING UNITS: 182

COMPANY OPERATING UNITS: 12

CAPITAL INVESTMENT:
\$562,090-1,290,

FRANCHISE FEE: \$30,000

ROYALTY FEE: 0%

ADVERTISING FEE: 1%

EARNINGS CLAIMS:
881,875.00 AUV (2023 FDD item 19)

BUILD-OUT OPTIONS: Modular or Site Build and Single or Double Sided

AVAILABLE TERRITORIES: USA



STEVE CLOUGH

Director of Franchise Development

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franchising.hungryhowies.com



■ FAST FACTS

FRANCHISING SINCE: 1983

TOTAL OPERATING UNITS: 509

COMPANY OPERATING UNITS: 33

CAPITAL INVESTMENT:
\$431,873 – \$629,908

FRANCHISE FEE: \$25,000

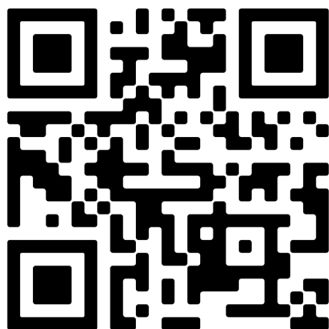
ROYALTY FEE: 5.5%

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, MI, MS,
MO, NV, NC, OH, OK, PA, SC, TN, TX,
UT, WV



■ OPPORTUNITY DETAILS

Since its humble beginnings in 1973 as a hamburger stand turned takeout and delivery pizzeria in the Detroit suburb of Taylor, 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 throughout 2025.

■ 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 first 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. 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, 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, Technomic Top 500.

■ 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 developing experience will help identify your potential growth. A widely recognized and loved family 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:** 1960**MULTI-UNIT FRANCHISEE OPERATING UNITS:** 1,595**TOTAL OPERATING UNITS:** 1,681**COMPANY OPERATING UNITS:** 0**CAPITAL INVESTMENT:**
\$1,766,072 - \$4,375,997**FRANCHISE FEE:** \$40,000 - \$50,000**ROYALTY FEE:** 4.5%**ADVERTISING FEE:** 3.5%**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



FRANCHISE SALES ASSOCIATE

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development.gotofoods.com

■ FAST FACTS

FRANCHISING SINCE: 1993

TOTAL OPERATING UNITS:
780+ *As of 12/31/2023

CAPITAL INVESTMENT:
\$529,750 - \$1,013,050 Estimated Initial Investment - 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. See Item 7 of our March 2024 Franchise Disclosure Document (FDD) for additional details.

FRANCHISE FEE: \$35,500

ROYALTY FEE:
6% of Net Sales for all stores.

ADVERTISING FEE: 3%

BUILD-OUT OPTIONS:
Per Item 7 of the FDD, the build-out options are the following:
Traditional Stores with or without a drive-thru, Non-Traditional Store & Auntie Anne's Co-Branded Store

AVAILABLE TERRITORIES: Global opportunities- Contact us for specific territories



■ OPPORTUNITY DETAILS

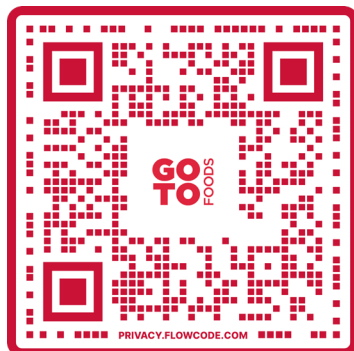
You could Own the Whirl'd with a Jamba® Franchise. Jamba started out in San Luis Obispo, CA, in 1990 as a little juice shop with a big idea: that eating better should be easy. For over 30 years, Jamba has led the way in making balanced options easier and more accessible by serving delicious, made-to-order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

■ DEMOGRAPHICS

Offering new franchises throughout the US and worldwide.

■ RANKINGS & AWARDS

- Entrepreneur Franchise 500 (2025,2024,2023,2022), 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



BRIAN SOMMERS

Chief Development Officer

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www.jerseymikes.com

■ OPPORTUNITY DETAILS

Jersey Mike's has been serving authentic subs since 1956. Our concept is simple. We provide our customers with the freshest, highest quality sub sandwiches available, prepared right in front of them and served with energy and enthusiasm. Our culture of giving and making a difference in the lives of our customers creates an important bond in the communities we serve.

■ DEMOGRAPHICS

Locations range from 1,200 - 1,800 sq. feet, and should be easily visible & accessible from road with good co-tenancy. Strong median income & daytime population required.

■ RANKINGS & AWARDS

- #1 Fastest Growing Sandwich Chain in the Nation's Restaurant News Top 100 (2014 - 2024)
- #1 Fastest Growing Limited Service Chain in the Nation's Restaurant News Top 100 (2014, 2015, 2016)
- #1 Fastest Growing Restaurant Chain - QSR Magazine (2022)
- #1 on the Franchise Times Fast & Serious List which represents the "Smartest Growing Franchise" (2017)
- #1 Fast Casual Chain - Newsweek "American's Best Customer Service" (2024)
- #1 Most respected fast casual brand - QSR Magazine
- #2 Entrepreneur Magazine's annual ranking of top franchises- Franchise 500 (2024 & 2025) and #1 in category

■ QUALIFICATIONS

Single & multi-unit territories available. Minimum liquidity requirements are \$150,000 and minimum net worth of \$500,000. Restaurant experience is preferred, but not required.

■ SITE ASSISTANCE

Franchise is equipped with real estate, construction & design teams, providing layouts, & list of certified architects & contractors, along with preferred vendors to assist franchisees. Each franchisee is also assigned a store opening coordinator.



■ FAST FACTS

FRANCHISING SINCE: 1956

MULTI-UNIT FRANCHISEE OPERATING UNITS: 90%

TOTAL OPERATING UNITS: 3,002

COMPANY OPERATING UNITS: 27

CAPITAL INVESTMENT: \$203,583 - \$1,317,005 *based off 2024 FDD

FRANCHISE FEE: \$18,500 (Single Unit) \$50,000 (3 unit ADA)

ROYALTY FEE: 6.5%

ADVERTISING FEE: 5%

EARNINGS CLAIMS: \$1.3 million
Average Unit Volume for ALL STORES IN SYSTEM

BUILD-OUT OPTIONS: Shared pads, outparcels & end caps preferred, in-line, & non-traditional

AVAILABLE TERRITORIES: Single and multi-unit territories throughout the US and internationally



MICHELLE ALINO

VP for Real Estate

626-418-6515

michelle.alino@jollibeeusa.com

JollibeeFoods.com/Franchising



■ FAST FACTS

FRANCHISING SINCE: 2024

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

TOTAL OPERATING UNITS: 75

COMPANY OPERATING UNITS: 75

CAPITAL INVESTMENT: \$1M - \$3.5M

FRANCHISE FEE: \$40,000

ROYALTY FEE: 5%

ADVERTISING FEE: 4%

EARNINGS CLAIMS:
\$4 Million Ave Unit Volume

BUILD-OUT OPTIONS: In-Line, Free
Standing with Drive-thru, Free-
standing, Foodcourt, End Cap with
Drive-thru, and End Cap

AVAILABLE TERRITORIES:
Nationwide



■ OPPORTUNITY DETAILS

Join JBM LLC as a franchisee of Jollibee®, the flagship brand of Jollibee Foods Corporation—the largest and fastest-growing Asian restaurant company in the world. With 104 stores in North America under JBM LLC and 1,700+ under the Jollibee® brand globally, next-level offerings and joyful dining experiences, we're poised to bring the joy of eating to everyone. Come be a part of our climb to becoming one of the Top 5 Restaurant Companies in the World.

■ DEMOGRAPHICS

- Urban (0.25 Mile) Total Pop: 40,000 Employment: 25,000
- Dense Urban (.5 Mile) Total Pop: 25,000 Employment: 40,000
- Suburban (3 Mile) Total Pop: 65,000 Employment: 30,000
- Dense Suburban (1 Mile) Total Pop: 85,000 Employment: 50,000
- May vary by location

■ SITE ASSISTANCE

Our real estate team will support you during the site selection process for your new restaurant. Once the site is selected, the store development team will support you through the buildout process. Our operations team is standing by to guide you as well through the new restaurant opening process.

■ QUALIFICATIONS

- Net Worth: Minimum of \$5 million
- Liquidity: Minimum of \$2 million
- Development Commitment: 3 and more restaurants with access to capital and desire for long-term investments
- Successful track record in multi-unit restaurants, preferably in the QSR space
- Ability to manage multi-units with strict adherence to high operational standards
- Experience in building and managing large teams across multiple locations

■ RANKINGS & AWARDS

Our commitment to quality and flavor has earned us recognition from some of the most respected names in the industry:

- 2022: Best Chain Fried Chicken in America by Eater
- 2022: America's Hottest Brands by Ad Age
- 2023: America's Favorite Restaurant Chains by Newsweek
- 2024: Best Fast Food Fried Chicken by USA Today Readers' Choice

We are excited to see what 2025 has in store for Jollibee!

key territories available now



JAMIE CECIL

Director of Franchise Sales

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marcos.com/franchising

■ OPPORTUNITY DETAILS

- \$1.2M Average Unit Volume*
- *based on the average sales volume of the top 50% of our Franchised Stores for our fiscal year 2023. Based on our fiscal year 2023, 185 of 447 Franchised Stores in the category (or 41%) met or exceeded this average. This information appears in Item 19 of our 2024 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 franchisees and multi-unit investors
- Nationwide and international
- Enterprise level systems and support to help you scale
- World-class brand leadership
- \$46B Industry

■ RANKINGS & AWARDS

- Marco's Pizza was ranked No. 49 on Entrepreneur Magazine's 2025 "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 over 1,200 units in 34 states, Mexico, Puerto Rico, and the Bahamas

■ 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.

■ DEMOGRAPHICS

- Multi-Unit & Private Equity Prospects — those interested in growing their QSR portfolio 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 expand their business (5+ units)



■ 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

ADVERTISING FEE: 7%

ROYALTY FEE: 5.5%

EARNINGS CLAIMS: \$1.2M 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, WV, WI, WY
• International Opportunities Available



FRANCHISE
SALES ASSOCIATE

800-227-8353
franchiseinfo@gotofoods.com
development.gotofoods.com

■ FAST FACTS

FRANCHISING SINCE: 1994

TOTAL OPERATING UNITS:
500+ Locations *As of 12/31/23

CAPITAL INVESTMENT:
\$1,053,925 – \$2,488,500 Estimated
Initial Investment for Traditional
Restaurants - See Item 7 of our
March 2024 Franchise Disclosure
Document (FDD) for additional
details.

FRANCHISE FEE: \$35,500

ROYALTY FEE: 5%

ADVERTISING FEE:
2% *Per Item 6 of the FDD

BUILD-OUT OPTIONS:
Per Item 7 of the FDD, the build-
out options are the following:
Restaurant at an Endcap or Inline
Shopping Center Location and Newly-
Constructed Freestanding Location.

AVAILABLE TERRITORIES:
Domestic opportunities- contact us
for specific territories



■ OPPORTUNITY DETAILS

Founded in 1989, McAlister's Deli® is a fast casual restaurant chain known for its sandwiches, spuds, soups, salads, desserts and McAlister's Deli Famous Sweet Tea™. In addition to dine-in and take-out service, McAlister's Deli also offers catering with a selection of sandwich trays, box lunches, desserts, a hot spud bar and more.

■ DEMOGRAPHICS

Offering new franchises
throughout the US.



■ QUALIFICATIONS

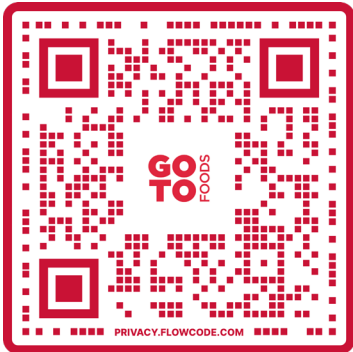
It is essential for both parties to be confident that you will be a good fit, so we encourage you to engage in conversations with other franchisees and members of our executive team before committing to an agreement. Our sales team will go into greater detail about the specific requirements to franchise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

■ SITE ASSISTANCE

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

■ RANKINGS & AWARDS

• Entrepreneur Franchise 500
(2025,2024,2023), Franchise
Times Top 400, Best Customer
Service Newsweek (2023)



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 McAlister's 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: McAlister's Franchisor SPV LLC: F-8196.



FRANCHISE SALES ASSOCIATE

800-227-8353

franchiseinfo@gotofoods.com
development.gotofoods.com

■ OPPORTUNITY DETAILS

Welcome to Moe's!® Founded in 2000 and based in Atlanta, GA, Moe's Southwest Grill is a fast-casual restaurant franchise that serves high quality and fresh southwestern food. Moe's Southwest Grill has an extensive variety of menu items to please the entire family - from burritos to specialty items like quesadillas, nachos and stacks. Every location offers catering and free chips and salsa with every order.

■ DEMOGRAPHICS

Offering new franchises throughout the US and worldwide.

■ RANKINGS & AWARDS

- Entrepreneur Franchise 500 (2025,2024,2023), 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.



■ FAST FACTS

FRANCHISING SINCE: 2001

TOTAL OPERATING UNITS:
600+ Locations *As of 12/31/23

CAPITAL INVESTMENT:
\$745,325 - \$1,819,050 Estimated Initial Investment - Range is based on a Traditional Buildout. See Item 7 of our March 2024 Franchise Disclosure Document (FDD) for additional details.

FRANCHISE FEE: \$30,500

ROYALTY FEE: 5%

ADVERTISING FEE: 3%

BUILD-OUT OPTIONS:
Traditional stores and nontraditional buildouts

AVAILABLE TERRITORIES:
Global opportunities- contact us for specific territories

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 Moe's 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: Moe's Franchisor SPV LLC: F-8188.



JASON STEELE

Founder/CEO Steele Advisory Group
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www.movitajuicebarfranchise.com



■ FAST FACTS

FRANCHISING SINCE: 2023

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

TOTAL OPERATING UNITS: 35

COMPANY OPERATING UNITS: 5

CAPITAL INVESTMENT: \$225 - 400K

FRANCHISE FEE: \$40,000

ROYALTY FEE: 7%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: No Item 19

AVAILABLE TERRITORIES: USA

■ OPPORTUNITY DETAILS

Movita Juice Bar Franchise Corp. is a privately held, Los Angeles based franchise company. Movita Juice Bar opened their first location in Downey, CA in 2015, and started franchising in 2023 with the first franchise location in Long Beach, CA. Movita (more-life) mission is to provide the best options for healthy and tasty, natural, fresh-fruit creations for consumers who demand healthy lifestyles via concepts of superior quality, welcoming ambience, and top-quality customer service.

■ DEMOGRAPHICS

Location size should be 1,000 - 1,500 sq ft

- * Population within proximity must have median household income at or above median for the DMA
- * Grocery stores, fitness/gym locations, national QSR concepts, Colleges/High Schools, and other service-oriented retailer are ideal for co-tenancy

■ QUALIFICATIONS

Candidates must have a credit score of 700+, liquid assets of \$150,000 + and a minimum net worth of \$350,000. Operators should have a strong business acumen, track record of success, possess passion for the brand and the community they will be providing services for. Entrepreneurial spirit.

■ SITE ASSISTANCE

Movita Juice Bar has an experienced real estate team that works with the franchisee and a local real estate broker in the franchisee market. Once a location is identified franchisee will submit a site selection approval form to corporate for approval. Following the site approval the team will assist with lease negotiation, store design, construction, and grand opening.



**MARK REEDY**

VP of Franchise Operations

202-361-6249

mreedy@newks.com

www.Newks.com

■ OPPORTUNITY DETAILS

Add some flavor to your portfolio by owning a Newk's Eatery franchise. Our unique dishes & southern hospitality have been wowing guests since 2004. From classic Newcomb family faves to trendy twists, everything sliced, diced & seasoned in-house. Come for the delicious eats, stay for the friendly environment. Don't miss out on this tasty investment opportunity- join the family today.

■ DEMOGRAPHICS

- Average HH income 65k
- Strong Daytime Population 25k (3 mile ring)
- 70% White Collar (2 mile ring)
- 25k CPD
- 60 parking spaces
- Preferred co-tenants: Target, Starbucks, Whole Foods, other groceries, schools and churches.

■ QUALIFICATIONS

- 750k liquid assets / 1.5M total net worth
- Must have an operator with at least 5 years multi unit experience
- 3 Store Minimum

■ SITE ASSISTANCE

Newk's team offers comprehensive support, including market analysis, lease negotiations and construction management. We'll handle all the details to bring your tasty vision to life.

■ RANKINGS & AWARDS

- Top 200 Restaurant Chains (Nation's Restaurant News)
- Top 175 Highest Grossing Chains (Restaurant Business)
- Top 15 Food Franchise (Entrepreneur)
- Over \$2 Million raised to help fight Ovarian Cancer (OCCRA)

■ FAST FACTS**FRANCHISING SINCE: 2005****MULTI-UNIT FRANCHISEE OPERATING UNITS: 15****TOTAL OPERATING UNITS: 95****COMPANY OPERATING UNITS: 29****CAPITAL INVESTMENT: \$1.1 to 1.4 mil****FRANCHISE FEE: \$40,000****ROYALTY FEE: 5%****ADVERTISING FEE: 1.75%****EARNINGS CLAIMS: Item 19 FDD****BUILD-OUT OPTIONS: End-Caps, Free Standing, In line****AVAILABLE TERRITORIES: Targeted OK KS MI KY NC**



LYNETTE MCKEE

SVP, Franchising

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franchising.potbelly.com



■ FAST FACTS

FRANCHISING SINCE: 2009

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:**
50% of franchisee network

TOTAL OPERATING UNITS: 443

COMPANY OPERATING UNITS: 342

CAPITAL INVESTMENT: Between
\$643,500 and \$1,159,090

FRANCHISE FEE: \$40,000

ROYALTY FEE: 6%

ADVERTISING FEE:
Between 3% and 4%

EARNINGS CLAIMS: Yes

BUILD-OUT OPTIONS: Potbelly has
a franchise solution for every type
of space: Drive-thru, endcaps, inline,
freestanding, non-traditional

AVAILABLE TERRITORIES: Potbelly
has franchise markets available
throughout the United States, and
remain focused on the Northwest,
Midwest, Northeast, Southeast.

■ OPPORTUNITY DETAILS

Since 1977, Potbelly Sandwich Works has been making people happy through good vibes and craveable, delicious food. From one sandwich shop in Chicago to over 430 sandwich franchises nationwide, the brand's diverse menu and oven-toasted sandwiches distinguish it from the rest of the pack in the fast-casual space. With one of the highest AUV among sandwich chains, it's clear that Potbelly's approach to business makes it one of the smartest fast casual franchise investments.

■ DEMOGRAPHICS

Potbelly is in search of driven, experienced and engaged individuals to take the brand across the United States in some of the hottest markets in the country. More specifically, candidates should have a minimum net worth of \$1 million, \$500,000 in liquidity and a deep understanding of excellent customer experience and brand loyalty. Additionally, the brand is looking to partner with professionals that have experience in multi-unit restaurant management, franchising and/or business development.

■ RANKINGS & AWARDS

Entrepreneur Franchise 500, Franchise Times Top 400, QSR Magazine Best Franchise Deals, Fast Casual Top 100 Movers & Shakers, Technomic Top 500, Nation's Restaurant News Top 500

■ QUALIFICATIONS

Candidates must have a strong business and financial acumen along with proven experience in operating multi-unit restaurants or retail brands. Additionally, with a focus on customer service, candidates must be willing to engage with the local business community of the franchise market. As a Potbelly franchisee, owners will need to embrace the importance of operating with a diverse team of individuals.

■ SITE ASSISTANCE

Potbelly Sandwich Works supports franchisees with comprehensive site assistance to ensure optimal location selection for their shops. The brand's real estate team leverages industry insights, market data, and demographic analysis to identify high-potential areas. From site evaluation to lease negotiation, franchisees receive expert guidance every step of the way. Potbelly also provides recommendations for shop design and layout to maximize efficiency and guest experience, helping franchisees position their business for long-term success.





RANDY MCBRAYER

Sr. Director, Franchise Development

214-280-7095

randym@sambazon.com

www.sambazon.com/franchising

■ OPPORTUNITY DETAILS

SAMBAZON Açaí Bowls is a quality quick-serve destination redefining the bowl experience. Created by SAMBAZON, the global leader in açai, the menu features handcrafted açai bowls, superfood smoothies, traditional Brazilian cheese bread, and more. Every bowl and smoothie is made fresh with SAMBAZON's Organic and Fair Trade certified açai, wild-harvested in the Brazilian Amazon Rainforest.

■ RANKINGS & AWARDS

- 2024 Airport Experience Awards
Finalist: Best Quick-Serve Restaurant Concept - Large Airports
- 2024 FAB+Hospitality Awards
Finalist: Airport Health-Centered Offer of the Year
- 2025 Airport Experience Awards
Finalist: Best Quick-Serve Restaurant Concept - Medium Airports

■ QUALIFICATIONS

- Must have 2+ years of executive experience operating a multi-unit foodservice or retail concept
- Must have strong operational metrics and referrals from your current franchise system
- Must have net worth of \$700,000
- Must have liquidity of \$350,000

■ SITE ASSISTANCE

SAMBAZON provides site selection criteria and general building, design and construction specifications and requirements as well as on-site opening assistance for up to five business days.

■ FAST FACTS

FRANCHISING SINCE: 2023

MULTI-UNIT FRANCHISEE OPERATING UNITS: 0

TOTAL OPERATING UNITS: 12

COMPANY OPERATING UNITS: 1

CAPITAL INVESTMENT:
\$380k-\$630k

FRANCHISE FEE: \$30,000

ROYALTY FEE: 5%

ADVERTISING FEE: 2%

EARNINGS CLAIMS: No

BUILD-OUT OPTIONS: In-Line, End-Cap, Kiosk

AVAILABLE TERRITORIES: USA
except Manhattan or Brooklyn





**FRANCHISE
SALES ASSOCIATE**

800-227-8353
franchiseinfo@gotofoods.com
development.gotofoods.com



■ **FAST FACTS**

FRANCHISING SINCE: 1977

TOTAL OPERATING UNITS:
300+ Locations *As of 12/31/23

CAPITAL INVESTMENT:
\$1,313,545 - \$1,904,550 Estimated Initial Investment - Range is based on newly-constructed freestanding locations with a drive-thru. See Item 7 of our March 2024 Franchise Disclosure Document (FDD) for additional details.

FRANCHISE FEE: \$35,500

ROYALTY FEE: 6%

ADVERTISING FEE: 4%

BUILD-OUT OPTIONS: Traditional stores and nontraditional buildouts

AVAILABLE TERRITORIES:
Domestic opportunities- contact us for specific territories

■ **OPPORTUNITY DETAILS**

Since 1971, Schlotzsky's® has been the home of The Original® oven-baked sandwich. The menu has evolved with guests' tastes to include hot delicious sandwiches on its legendary buns, gourmet pizzas, Artisan flatbreads, fresh made-to-order salads, savory soups and delicious Cinnabon treats at co-branded locations.

■ **RANKINGS & AWARDS**

Entrepreneur Franchise 500 (2025,2024,2023), Franchise Times Top 400, Best Customer Service Newsweek (2023)



■ **QUALIFICATIONS**

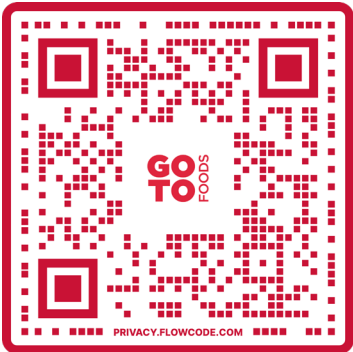
It is essential for both parties to be confident that you will be a good fit, so we encourage you to engage in conversations with other franchisees and members of our executive team before committing to an agreement. Our sales team will go into greater detail about the specific requirements to franchise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

■ **DEMOGRAPHICS**

Offering new franchises throughout the US.

■ **SITE ASSISTANCE**

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



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SONNY'S BBQ

LOCAL
PITMASTERS
SINCE 68

KRIS LARSON

Vice President, Franchise Development
401-524-7490
klarson@sonnysbbq.com
sonnysbbqfranchise.com

■ OPPORTUNITY DETAILS

Join Sonny's BBQ, a 50+ year legacy brand known for authentic, slow-smoked BBQ and strong community ties. With an AUV of \$3.2M per restaurant, our franchise offers diverse revenue streams, including dine-in, drive-thru, catering, and online ordering. Benefit from industry leading support, proven systems, and a brand customers love. Discover your future with Sonny's BBQ today!

■ DEMOGRAPHICS

Sonny's BBQ thrives in suburban areas across the Southeast, especially Florida, home to 63 of 91 locations. Our restaurants serve mid-sized cities and towns where families and BBQ enthusiasts gather. Ideal locations are near major highways or shopping centers, ensuring accessibility. We target communities valuing Southern flavors, hospitality, and a welcoming atmosphere.

■ RANKINGS & AWARDS

Sonny's BBQ, founded in 1968, has been recognized as the "Best Barbecue Chain in America" by The Daily Meal and honored by the Orlando Sentinel as one of the Best Places to Work. In 2016, Sonny's set a world record for the largest serving of pulled pork. Founder Sonny Tillman was also celebrated by the National Barbecue & Grilling Association for his dedication to the BBQ industry.

■ QUALIFICATIONS

To become a Sonny's BBQ franchisee, candidates should have a deep knowledge of BBQ or a willingness to learn, plus business experience or an operating partner with restaurant expertise. Financial qualifications include a net worth of \$1M and liquid assets of \$500K. Passion for authentic BBQ, guest satisfaction, and community engagement is essential. Join our legacy today!

■ SITE ASSISTANCE

Sonny's BBQ site assistance focuses on high-visibility locations in suburban areas with strong traffic flow. Ideal sites are near major highways, shopping centers, or residential neighborhoods with families and BBQ enthusiasts. Our prototype restaurant is 3,999 sq. ft., with ample parking, drive-thru, pick-up, and easy access, creating spaces for authentic BBQ and community gatherings.



■ FAST FACTS

FRANCHISING SINCE: 1977

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 83

TOTAL OPERATING UNITS: 90

COMPANY OPERATING UNITS: 1

CAPITAL INVESTMENT:
\$717,500 – \$1,110,500

FRANCHISE FEE: \$35,000.00

ROYALTY FEE: 4.5%

ADVERTISING FEE: 4%

EARNINGS CLAIMS:
\$3,218,724 AUV (2023)

BUILD-OUT OPTIONS:
Freestanding with Drive-thru, End Cap
with Drive-thru

AVAILABLE TERRITORIES:
AL,FL,GA,KY,LA,MS,NC,
SC,VA,WV,OH,TN,MO,AR



IAN POOLE
Vice President, Development
poole_i@subway.com
subwayfranchise.com



■ FAST FACTS

FRANCHISING SINCE: 1974

**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 1,013

TOTAL OPERATING UNITS: 37,000

CAPITAL INVESTMENT: \$229,050

FRANCHISE FEE: \$15,000

ROYALTY FEE: 8%

ADVERTISING FEE: 4.5%

EARNINGS CLAIMS: Subway provides Item 19 in their Franchise Disclosure Document, which includes financial performance representations.

BUILD-OUT OPTIONS: Subway offers flexible buy and build options, including traditional and non-traditional locations, to suit various market needs.

AVAILABLE TERRITORIES: Varied franchise opportunities are available in North America, with a focus on strategic growth in both established and emerging regions.

■ OPPORTUNITY DETAILS

Own More. Build Bigger. Scale Smarter. With nearly 37,000 locations worldwide, Subway® is the global sandwich leader. Now's the time to buy, build, and expand with multi-unit rollup packages of 20, 50, or 100 units. Our flexible formats start at 400 sq. ft., perfect for high-traffic, high-demand locations, while our efficient model keeps costs low and scalability high.

■ DEMOGRAPHICS

Subway® serves a diverse guest base—from travelers and students to professionals and healthcare workers—all seeking customizable, on-the-go meals. With Gen Z driving demand for balanced, convenient options, our better-for-you menu is built to win. Designed for high-traffic locations like travel hubs, c-stores, universities, and hospitals, Subway® is a brand guests trust everywhere.

■ RANKINGS & AWARDS

Subway® is a franchise powerhouse—and a proven, top-ranked investment. Recognized by Entrepreneur for Franchise 500, Top Global Franchise, Top Brand for Multi-Unit Owners, and Fastest Growing International Franchise, Subway® continues to lead the way in growth, scalability, and global brand impact.

■ QUALIFICATIONS

Prospective franchisees should have a minimum net worth of \$150,000 and at least \$100,000 in liquid assets per unit. We're looking for growth-driven investors who are ready to scale, capitalize on optimized operations, and maximize the potential of a globally recognized brand.

■ SITE ASSISTANCE

Subway® provides comprehensive site selection support, leveraging data-driven insights to identify high-potential locations. Using predictive modeling and guest demographic analysis, we pinpoint trade areas with the strongest competitive advantage, ensuring your franchise is set up for long-term success.





AUSTIN SILLS

Vice President, Franchise Development

770-580-2359

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tropicalssmoothiefranchise.com

■ OPPORTUNITY DETAILS

Tropical Smoothie Cafe is a healthier, quick-casual restaurant brand with 1,500+ 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

- Entrepreneur Franchise 500 (#1 Smoothie/Juice category)
- Franchise Times Fast & Serious Fastest-Growing (#36)
- Top Franchise Satisfaction Award (FBR)
- Fast Casual Top 100 Movers & Shakers (#42)
- Nation's Restaurant News (#42 on Top 500, #8 on America's Top 10 Favorite Restaurant Chains)
- QSR Top 50 Fast-Food Chains (#34)

■ QUALIFICATIONS

- \$175,000 liquid assets
- \$400,000 net worth
- Restaurant experience preferred
- Business ownership experience preferred
- Background check requirement
- Credit check requirement

■ SITE ASSISTANCE

- Market planning & site analytics
- In-house real estate support
- Local broker network nationwide
- Real estate committee



■ FAST FACTS

FRANCHISING SINCE: 1998

MULTI-UNIT FRANCHISEE OPERATING UNITS: 75%+

TOTAL OPERATING UNITS: 1,500

COMPANY OPERATING UNITS: 1

CAPITAL INVESTMENT: \$500,000 avg

FRANCHISE FEE: \$35,000

ROYALTY FEE: 6%

ADVERTISING FEE: 5-6%

EARNINGS CLAIMS: N/A

BUILD-OUT OPTIONS: In-line, End-cap, Drive-thru, Free standing

AVAILABLE TERRITORIES: USA



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■ **FAST FACTS****FRANCHISING SINCE:** 1993**MULTI-UNIT FRANCHISEE
OPERATING UNITS:** 44**TOTAL OPERATING UNITS:** 77**COMPANY OPERATING UNITS:** 1**CAPITAL INVESTMENT:**
\$156,000 - \$330,900**FRANCHISE FEE:** \$30,000**ROYALTY FEE:** 5%**ADVERTISING FEE:** 1% to 2%**EARNINGS CLAIMS:** No**BUILD-OUT OPTIONS:** Trad Non-Trad,
Univ, Gas Station, Airports**AVAILABLE TERRITORIES:** AL, AK,
AZ, AR, CO, DE, FL, GA, ID, IA, KS, KY,
LA, ME, MD, MA, MS, MO, MT, NV,
NH, NJ, NM, NC, OH, OK, OR, PA, SC,
TN, TX, VT, VA, WV, WY

STRETCH YOUR DOUGH

FAMILY OWNED · FRANCHISE FOCUSED

■ **OPPORTUNITY DETAILS**

Vocelli Pizza is looking for multi-unit franchisees who are ready to expand their business or day-parts.

■ **SITE ASSISTANCE**

- Use of Broker Network
- Site Evaluation Package (SEP)
- In-House Demographics

■ **QUALIFICATIONS**

- Minimum 1-Year Restaurant Management Experience.
- Minimum Cash Required \$100,000 per store.

■ **RANKINGS & AWARDS**

- Top 100 Pizza Companies in the U.S. - Pizza Today
- Top 400 U.S. Franchise Systems - Franchise Times
- Top 500 U.S. Restaurants - Nation's Restaurant News





TED MILBURN

Director of Franchise Development

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wienerschnitzelfranchise.com

■ OPPORTUNITY DETAILS

Wiener Schnitzel is an iconic American brand with a 60+ year legacy. We are the #1 ranked hot dog concept, offering a unique and delicious menu with low food costs and simple operations, providing operators with an efficient business model. As the world's largest hot dog chain, Wiener Schnitzel sells over 120 million hot dogs annually across its 340 franchised locations. With flexible store formats, attractive multi-unit development incentives and multiple revenue streams, Wiener Schnitzel is a leader in the QSR space.

■ 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 development experience, and will be rewarded with incentives for timely new store openings.

■ RANKINGS & AWARDS

For eight consecutive years through 2025, Wiener Schnitzel has been ranked #1 in the Hot Dog category in Entrepreneur magazine's, Franchise 500.

■ 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 closely with franchisees throughout the real estate site selection process, using the latest analytical tools to help identify ideal locations in your community. Once a site is secured, franchisees will work with our Construction Department where we assist with store plans, on-site support, and dedicated personnel assistance throughout the entire store development process.



■ 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 – \$40,000

ROYALTY FEE: 5%

ADVERTISING FEE: 1%

EARNINGS CLAIMS:
Yes. Quartile gross sales, 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

TASTE SUCCESS WITH THE #1 HOT DOG FRANCHISE

Why the World's #1 Hot Dog Franchise?
Our proven business model is designed
for simplicity, speed and service.

Contact us for a no-nonsense introduction.



- ✓ LOW FOOD COSTS
- ✓ SIMPLE OPERATIONS
- ✓ LESS LABOR



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