

Franchise Times®

DEVELOPMENT DEAL TRACKER

Harvest season is in full swing here in the Midwest, and as farmers in Franchise Times' home state of Minnesota go to work in the fields we here at FT have also picked the cream of the crop from recent multi-unit franchise deals. Both casual dining and fast casual brands are inking sizable deals, while fitness concepts are adding units and poised to help work off the pounds. In the international arena, France and Kuwait are up next for two brands on the recently released 2017 Franchise Times Top 200+. Want to see your multi-unit franchise deals in our Deal Tracker? Send all the details to Managing Editor Laura Michaels at lmichaels@franchisetimes.com.



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Tony Roma's continues its development momentum as its parent company, Romacorp Inc., announced the signing of a franchise agreement with restaurateur **Bruce Rahmani** and **Colorado Hospitality Services** to bring eight Tony Roma's restaurants to Colorado and Idaho. In April the brand announced the signing of its first new U.S. franchisees since 2011, with agreements for Tennessee and West Palm Beach, Florida. Last fall Tony Roma's, **No. 239 on the Franchise Times Top 200+** ranking, debuted a new prototype restaurant the company credits with helping transform the 45-year-old brand, which has nearly 150 restaurants in more than 30 countries.

Boutique boxing fitness franchise **Title Boxing Club** will expand in the Houston, Texas, market through a regional development agreement with area representative **Donald McConnell**. Also a regional developer of Massage Envy with 45 locations in five states, McConnell plans to bring 20 Title Boxing clubs to the Houston area over six years as he signs sub-franchisees. Based in Kansas City, Title Boxing Club has more than 170 clubs open and operating across the country.



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Current Louisiana **Dickey's Barbecue Pit** franchisees plan to open 12 more locations between the Houston, Texas, area and Louisiana. The group, which includes investors **Rick El Mogazi** and **Kris Hickingbottom** and franchisee **Robert Ray**, opened its first Dickey's location in Lake Charles, Louisiana, in November 2016. Fast casual Dickey's, **No. 142 on the recently released Franchise Times Top 200+**, has nearly 600 locations in 44 states.

Restaurant franchise **Saladworks** is expanding to Atlanta, Georgia, with both corporate locations and through new franchisees **Douglas Anthony** and **Ramjit Handa**, who signed a multi-unit development agreement. Anthony, an executive in the financial and accounting sector, is moving from New Jersey to Atlanta to focus on the business, the company said. Based in Conshohocken, Pennsylvania, Saladworks was purchased by private equity firm Centre Lane Partners in 2015. It has about 100 locations in 13 states and two countries.



Development in its home market of Dallas-Fort Worth is up next for **Boston's Restaurant & Sports Bar (No. 93 on the Franchise Times Top 200+)**, which inked a 15-unit agreement with Perfect Momentum LLC to open locations in the area. The group has extensive experience in the hospitality industry, including owning and operating several hotel brands such as Motel 6, Wyndham, and Choice Hotels in the Dallas region.

Blink Fitness is entering the Massachusetts market after signing a development agreement with franchisee **Steve Stabile** for three locations in Greater Boston. An active entrepreneur, Stabile first launched his own businesses-LocalTel Yellow Pages and Platinum Real Estate Investments-before entering the franchising world in 2005 with Fitness Together and Elements Massage. Blink has 58 corporate gyms open and also has franchise deals signed in New York, New Jersey, Pennsylvania and California.



Big Whiskey's American Restaurant & Bar signed a two-store deal with brothers **Amaan** and **Zunaid Porbandarwala** to open locations in Birmingham, Alabama. The two also own three Great Clips locations in the area, in addition to multiple Sneaky Pete's Hotdogs units and various convenience stores, also in the

Birmingham area. Big Whiskey's operates six restaurants in southwest Missouri and has franchise locations open in Bentonville, Arkansas, and Kansas City, Missouri.

Go Burrito, a fast casual burrito restaurant concept, signed a multi-unit franchise agreement with local entrepreneur **Brad Harper** to open four locations in Florida. Harper has more than 17 years of experience in the restaurant industry, including as a multi-unit franchisee of Zaxby's. Based in Salisbury, North Carolina, Go Burrito is part of Go Ventures Inc., founded in 2013 by Mikey Wetzel, a former video game developer and Microsoft executive. Wetzel began franchising the brand in 2016.



Franchisee **Eric Fairbanks** opened his 12th **Hungry Howie's Pizza** location last month, this one in Charlotte, North Carolina. Fairbanks, a franchisee of the brand since 2005, plans to open six more locations by the end of 2018. **Hungry Howie's is No. 177** on the Franchise Times Top 200+ ranking.

Artisanal ice cream concept **Churned Creamery** is adding locations in its home state of California and across the country in Florida, where it signed a 10-unit development deal with franchisee **Jose Graibe** to bring the shops to the Miami market. The concept is also expanding in the Houston suburb of Sugar Land, Texas, with franchisees Muhammad Riaz and Kashif Khan. Churned Creamery is a brand from Yorba Linda, California-based Global International Foods.



Multi-unit franchisee **Danny Rios** opened his second **Tint World Automotive Styling Centers** location in San Antonio, Texas. It's the 11th unit in the state for the brand. A longtime general manager in the auto industry, Rios signed on with Tint World in 2013.

AAMCO Transmissions plans to open 18 new service center locations across the country after signing deals with new and existing franchisees. The AAMCO service centers will be located throughout the U.S. in cities from Los Angeles, California, Queen Creek, Arizona, and Katy, Texas, to Teaneck, New Jersey, New Orleans, Louisiana, and Miami, Florida. AAMCO **No.163 on the Franchise**

Times Top 200+ has nearly 650 franchised automotive centers in the U.S. and Canada.



Where in the world are brands going

Wingstop is extending its global reach into France with the signing of a franchise development agreement with **Brescia Investissement SAS**, which will open 70 restaurants across the country. Brescia Investissement is led by President Francesco Brescia, a former longtime McDonald's franchisee who developed multiple locations of the fast food restaurant across Marseille and Southern France from 1986 to 2015. His son, Stephane, joins him as general manager. Dallas, Texas-based Wingstop, **No. 94 on the Franchise Times Top 200+**, has more than 1,000 locations in the U.S. and has restaurants open or in development in 13 international markets.

Arby's opened its first location in Kuwait in September through franchisee **Kharafi Global**, which in 2016 signed a development agreement to open at least 25 Arby's restaurants in Kuwait and Saudi Arabia. The first restaurant is in Jabriya, with two additional locations expected to open in Abu Al-Hasaniya and Al Kout Mall later this year. Kharafi Global operates multiple foodservice brands, including Johnny Rockets, throughout Kuwait and neighboring countries. Arby's, **No. 35 on the Franchise Times Top 200+**, also has franchised restaurants in Canada, Japan, Qatar, South Korea and Turkey.

Dessert and bakery concept **Nestle Toll House Café by Chip** opened its 18th location in Kuwait in September through franchise owner **Sulaiman Al Wazzan**, chairman of **Royal Food Services**. The café is inside the Kuwait Credit Bank Building in Kuwait City. Royal Food Services signed on as master developer with the brand in 2011 with plans to develop cafes in Kuwait, UAE and Jordan. Crest Foods Inc., based in Richardson, Texas, is the franchisor of Nestle Toll House Café by Chip, and has more than 160 bakery cafés in the U.S., Puerto Rico, Canada and the Middle East.

RESTAURANT FINANCE MONITOR'S
RESTAURANT FINANCE &
DEVELOPMENT CONFERENCE

A graphic element consisting of a bar chart with four vertical bars of increasing height from left to right, topped with an upward-pointing arrow.

The Restaurant Finance & Development Conference has always been the place to source deals, scoop up bargains, make connections and line up partners and lenders for a deal in any business climate. Plus, the top banks, finance companies, private equity firms, brokers, real estate developers and sale-leaseback providers will be on hand to meet with you and help finance your transaction. Attendees like the conference because they can accomplish a year's worth of travel and meetings in just three days. Even if you are not in the market for new financing, the information you'll glean about the restaurant business and the contacts you'll make will make the trip worthwhile.

For additional conference details, click on the link below:

<http://www.restfinance.com/RFDC/>