



RestaurantChains.net

January 13, 2009

Data reflects change and activity during the most recent four-month period from September 5, 2008 to January 5, 2009

QUICK LINKS

[NEWSLETTER SIGN-UP](#)

[TESTIMONIALS](#)

[NEWSLETTER ARCHIVE](#)

[CURRENT CLIENTS](#)

[OFFERINGS & PRICING](#)

[FAQ](#)

[GLOSSARY](#)

[NEW WEEKLY RESTAURANT OPENING REPORT](#)
(788 last week)

[RESTAURANT CHAINS.NET WEBSITE](#)

[RESEARCH LAB](#)

[FOODSERVICECLUB](#)
A networking group for foodservice professionals.

[CONFIDENTIAL M&A SERVICES](#)

[ADVERTISING PROGRAMS](#)

FRANCHISE SPOTLIGHT

[Display your company](#)



Over the years they have developed a sound system of integrating four separate revenue centers. Having

Restaurantchains.net Alerts Newsletter

[member_name_first]:

A weekly newsletter covering public and private restaurant chains featuring under-reported unique facts relating to growth. Pertinent information is gathered, verified and analyzed in-house using proprietary methods created in our research and library departments.

In order to receive specific personnel for companies mentioned along with full profiles, you must be a client.

Regarding growth stories listed:

We publish net unit growth from (each company has their own four-month cycle and companies have varied verification dates, **percentages are not annualized** as a result) one four-month period to the next. This is performed by re-verifying **net growth figures** of approximately 1,000 companies per month. Once our researchers identify the following growth results from our research efforts, we highlight a new round of results each week in our newsletter. Featured growth stories are only a fraction of the growth stories received by clients.



TOP TEN GROWING CONCEPTS

NEW! The January Top 10 list of the fastest growing concepts with less than 50 units.

See the story and who made the list. [Continued...](#)

GROWING CONCEPTS

Growing Concepts that have grown by at least 5% (if less than 50 units).

Massachusetts-based chain **STONE HEARTH PIZZA CO** (founded 2005) has increased by 1 unit, from 2 to 3 (50% growth). These family/casual Italian & pizza restaurants are open for lunch and dinner, serving beer and wine. Seating is for about 60. Per person check average is about \$8-\$20. All locations are in MA.

Auburndale, MA-based **FINAGLE A BAGEL** (founded 1982) has increased by 1 unit, from 19 to 20 (5% growth). These are fast casual bakery/cafes, open for breakfast, lunch and dinner. Check average is about \$3-\$8. Seating is for about 20 at most locations. Catering is available. All stores

doubled the amount of locations in the past year (currently 21 locations), The Greene Turtle offers franchisees a complete system of training, development and execution. The company just opened its 21st location.

[Continued...](#)



Genghis grill is growing rapidly. Currently with 25 locations, they are opening stores at a rapid pace. With a successful franchise system in place this company is poised for continued growth.

[Continued...](#)

are in MA.

Orlando, FL-based **CAPITAL GRILLE** has increased by 2 units, from 32 to 34 (6% growth) and entered into CT and WA. This is an upscale steakhouse concept, open for lunch and dinner, with a \$15-\$30+ per person check average. All locations have a full bar and seating for about 250. Catering and banquet facilities are available. Trading areas are AZ, CO, CT, DC, FL, GA, IL, IN, MA, MD, MI, MN, MO, NC, NV, NY, PA, RI, TX, VA, WA, and WI. Less than 10% of the units are franchised. Capital Grille is a subsidiary of Darden Restaurants.

Murfreesboro, TN-based **DEMOS' STEAK & SPAGHETTI HOUSE** (founded 1989) has increased by 1 unit, from 4 to 5 (25% growth) and entered into AL. This family/casual Italian steakhouse concept is open for lunch and dinner, with a \$10-\$30 per person check average. Locations have a full bar and seating for about 250. Trading areas are AL and TN.

LAROSA'S PIZZERIA based in Cincinnati, OH (founded 1954) has increased by 1 unit, from 60 to 61 (2% growth). These are family/casual Italian/Pizza restaurants with full bar and seating for about 80. The per person check average is around \$6-\$12. Catering is offered. Locations are franchised and are in IN, KY and OH.

WILD WING CAFE of Mt Pleasant, SC (founded 1990) has increased by 3 units, from 30 to 33 (10% growth). These are family/casual chicken restaurants with full bar and seating for about 250. The per person check average is around \$6-\$15+. Banquets and catering are offered. Locations are more than 60% franchised and are in FL, GA, NC, SC, TN, TX and VA.

NEW! See the 4th quarter 2008 expansion and pull-out list by state.

[See the results...](#)

See prior quarter's results on the home page:

www.restaurantchains.net

EMERGING CONCEPTS

Concepts with 20 units or less who grew by at least 2 units.

Costa Mesa, CA-based **CHRONIC TACOS** (founded 2001) has increased by 2 units for the Chronic Taco concept, from 19 to 21 (11% concept growth) and entered into ID. The company also operates a 2-unit concept called Chronic Cantina. Overall company growth was from 21 to 23 (10% growth). These are family/casual Mexican restaurants, open for breakfast, lunch and dinner, with a \$5-\$8 per person check average. Average seating is around 30-50. Trading areas are AZ, CA, and ID. More than 90% of units are franchised.

WILD WINGS N THINGS based in Colorado Springs, CO has increased by 6 units, from 15 to 21 (40% growth) and expanded into UT. These are family/casual restaurants serving beer and wine. Seating is for about 30. The check average is around \$4-\$10 per person. Catering is offered. Locations are 95% franchised and are in CO, MS, NV and UT.



**BEVERAGE MANAGEMENT
MADE EASY**

REPEAT GROWERS

Concepts previously written about in the past 18 months.

Cincinnati, OH-based **TAVERN RESTAURANT GROUP** (founded 1973) has increased by 1 unit for The Pub concept, from 7 to 8 (14% concept growth). Other concepts include deSha's (3), Horse and Barrel (1), Nicholson's (1), and The Polo Grille (1). Overall company increase was from 13 to 14 (8% company growth). We featured this concept in our 8/19/08 newsletter (18% growth). These are family/casual tavern

2/27/08 non-franchise (20% growth). These are family/casual concepts, serving American cuisine. Meal periods are lunch and dinner, with an \$8-\$20 per person check average. All locations have a full bar. Seating averages about 250. Private party facilities are available. Trading areas are FL, KY, and OH.

Washington, DC-based **BUSBOYS AND POETS** (founded 2005) has increased by 1 unit for the Busboys and Poets concept, from 2 to 3 (50% concept growth). The company also operates the Luna Grill in DC. Overall company increase was from 3 to 4 (33% company growth). The restaurants are family/casual, serving a variety of American and Italian cuisine. Meal periods are breakfast, lunch and dinner, with an \$8-\$20 per person check average. Catering and banquet facilities are available. Locations are in DC and VA. We wrote about this concept on 3/25/08 (50% growth).

Lakewood, OH-based **ALADDIN'S EATERY** (founded 1994) has increased by 3 units, from 25 to 28 (12% growth) and entered into MI. These family/casual Mediterranean restaurants are open for lunch and dinner, with a \$6-\$15+ per person check average. Beer and wine are served. Seating is for about 50. Catering is available. Trading areas are IL, MI, NC, OH, PA, TX, and VA. More than 90% of units are franchised. We wrote about this concept on 5/20/08 (14% growth)

Huntington Beach, CA-based **BJ'S RESTAURANTS** (NASDAQ: BJRI; founded 1978) has increased by 4 units, from 78 to 82 (5% growth). These family/casual American restaurants are open for lunch and dinner, with a \$10-\$30 per person check average. All locations have a full bar and seating is for about 300. Private party services are available. Trading areas are AZ, CA, CO, FL, HI, IN, KY, LA, NV, OH, OK, OR, TX, and WA. We have previously featured this concept 4 times (9/4/07-15% growth, 2/5/08-8% growth, 5/27/08-6% growth, and 9/30/08-8% growth).

PORT OF SUBS based in Reno, NV (founded 1972) has increased by 7 units, from 153 to 160 (5% growth). These are quick serve sandwich restaurants with seating for about 40. Catering and online ordering are offered. Locations are more than 80% franchised and are in AZ, CA, ID, NV, OR, UT and WA. We reported on this concept in our 9/2/08 newsletter when they had 5% growth.

FAMOUS FAMIGLIA headquartered in White Plains, NY (founded 1986) has increased by 15 units, from 93 to 109 (16% growth) and expanded into RI. These are quick serve pizza restaurants with seating for about 50. The per person check average is around \$4-\$10 per person. We wrote about this concept on 5/13/08 (44% growth) and on 8/26/08 (6% growth). Locations are franchised and are in AK, AZ, DC, FL, GA, HI, IL, KY, MA, MI, MN, MO, NJ, NV, NY, OH, PA, RI, TN, TX, VA, China, Russia and Mexico. There are plans to open new locations in CA, CT, DE, IA, MD, WI and Europe.

Who likes to count inventory?

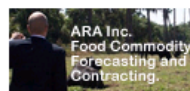
Ask any operator, manager or supervisor and they will almost always tell you that the counting of anything is tedious and mostly a drag. The best part of doing inventory is when you have counted the last item and can process the numbers.

There is a company that has a device (picture a palm pilot) you just point at the bottle. The accuracy and speed of the system are second to none. Liquor cost savings of 15-30% are common [Continued...](#)



jump out of the fish bowl and stay in constant contact...

no templates **no design fees** **no generic looking emails**
Restaurant eMarketing - www.restaurantmarketing.com



COMMODITIES PRICING

Changes in Protein and Dairy Production

In short, it was a challenging year for protein producers which has caused many to liquidate some of their herds/flocks in an effort to slow any economic losses, tighten overall supplies and pressure animal/bird prices to normal profitable levels. [Continued...](#)

SPONSORED BY



WWW.JOEDUNBAR.COM

COST CONTROL

Restaurant Cooperative.

Are you tired of huge price increases when oil and corn go up but no price declines when they reverse?

Imagine the flexibility and savings in you could receive by joining our group with more than \$4 billion in annual purchases!

You have probably heard lately about restaurant cooperatives. There is now a significant bonafide approach we offer.

Participants in the program include large and small restaurant operators. Driving the cooperative is more than 400 name brand manufacturer lines along with 450 regional suppliers who backbone the system.

As a cooperative member, you don't need to change your current deals, distributors, sales people or items purchased. In addition, we are vendor neutral. *We can now* offer your company a choice of platforms and savings programs.

[Continue to learn more...](#)



Food Cost Control Developed to help food cost control wizards improve their craft

What other data do we offer?

As you now know, this newsletter is free. But behind the newsletter is where the real-time data lies. It comes from a dynamically changing directory that contains 16,000 corporate decision makers. 11,000 personal emails in 7300 restaurant concepts. We are the only company on the planet who stays in such close contact with the restaurant chain world.

Just say NO to dead data.

To know more including pricing options, [Continued...](#)

Newsletter Sponsorship, download media kit.

You may have noticed our new design and sponsor sections. In addition, we have created a location on the newsletter for franchisors to advertise their concepts. This newsletter is sent to more than 48,000 foodservice professionals each week. See the breakdown of our newsletter readers and download a media kit. [Continue to download...](#)

Contacts:

Publisher:
Keith Gellman
keith@restaurantchains.net

Editorial concerns:
Maura O'Neill
maura@foodservicereport.com

Francine Graham
francine@foodservicereport.com

RestaurantChains.net
One Bridge Street, Suite 44, Irvington, NY 10533 | p: (914) 591- 4297 | f: (914) 591 - 4293
info@restaurantchains.net

> 415 1134

[manage](#) your preferences | [opt out](#) using TrueRemove[™]

Got this as a forward? [Sign up](#) to receive our future emails.

email marketing by

**Restaurant
eMarketing**

ONLINE ORDERING - EMAIL MARKETING - POST DINE SURVEYS
VISIT US ONLINE AT WWW.RESTAURANTEMARKETING.COM

**Let Restaurant eMarketing handle your email marketing for your restaurant(s)
60 Day Free Trial... Contact us today at 888-415-6669**