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January 20, 2009

Data reflects change and activity during the most recent four-month period from September 12, 2008 to January 12, 2009

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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).

Florida-based **DAVID MANERO RESTAURANTS** (founded 2000) has increased 1 unit for the Vic & Angelo's concept, from 1 to 2 (100% concept growth). The company also operates a concept called Devito South Beach (1 unit). Overall company growth was from 2 to 3 (50% growth). These are upscale Italian restaurants, open for lunch and dinner, with a \$15-\$30 per person check average. Seating is for about 250, with a full bar. Banquet facilities are available. All the restaurants are located in FL.

Portland, OR-based **HOT LIPS PIZZA** (founded 1984) has increased by 1 unit, from 4 to 5 (25% growth). These quick serve pizzerias are open for lunch and dinner, serving beer and wine. Seating is for about 50.

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...](#)

Catering, delivery and private party services are available. All locations are in OR.

Miami, FL-based **POLLO TROPICAL** (founded 1988) has increased by 3 units, from 88 to 91 (3% growth) and entered into CT. These fast casual chicken restaurants are open for lunch and dinner, with a \$3-\$8 per person check average. Seating is for about 50. Catering is available. Trading areas are CT, FL, NJ, Puerto Rico, and Ecuador. Between 20% and 30% of units are franchised. Pollo Tropical is a subsidiary of Syracuse, NY-based Carrols Corp.

Vancouver, WA-based **PAPA MURPHY'S TAKE-N-BAKE PIZZA** (founded 1981) has increased by 41 units, from 1094 to 1135 (4% growth) and entered into AL. These pizzerias are take-out only, open for lunch and dinner. Online ordering is available. Trading areas are AB, AK, AL, AR, AZ, BC, CA, CO, IA, ID, IL, IN, KS, KY, LA, MI, MN, MO, MT, ND, NE, NM, NV, OH, OK, OR, SD, TN, TX, UT, WA, WI, and WY. More than 90% of units are franchised.

LM RESTAURANTS based in Raleigh, NC has increased by 1 unit for their Carolina Ale House concept, from 10 to 11 (10% concept growth). These are family/casual restaurants with full bar and seating for about 300. The per person check average is around \$8-\$20. Other concepts are Bentley's American Grill (1), Bluewater Waterfront Grill (1), Eddie Romanelli's (2), Henry's (1), Oceanic Oceanfront Dining (1) and Taverna Agora (1). Overall company increase is from 17 to 18 (6% company growth). Locations are in FL, NC and SC.

SPECIALTY'S CAFE & BAKERY based in San Francisco, CA (founded 1988) has increased by 1 unit, from 21 to 22 (5% growth). These are fast casual bakery/cafés with seating for about 70. Catering and online ordering are offered. Locations are in CA, IL and WA.

LA CASITA RESTAURANT & CAFE of Palm Springs, CA has increased by 1 unit, from 8 to 9 (13% growth). These are family/casual Mexican restaurants with seating for about 100. Beer and wine are served. Banquets and catering are offered. All locations are in CA.

FIRKIN GROUP OF PUBS based in Markham, ON (founded 1987) has increased by 1 unit, from 48 to 49 (2% growth). These are family/casual restaurants with full bar and seating for about 125. The check average is around \$10-\$30 per person. Locations are more than 90% franchised and are in AZ, BC, CA, FL, IA, KS, MI, NV, NY, ON, TX, VA, WA and WV.

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.

Anchorage, KY-based **CALISTOGA BAKERY CAFÉ** (founded 2005) has increased by 3 units, from 3 to 6 (100% growth) and entered into KY. This is a fast casual bakery/café concept, open for breakfast, lunch and dinner. Per person check average is \$6-\$12. Seating is for about 100. Catering is available. Locations are in FL and KY.

CAFFE ARTIGIANO of North Vancouver, BC (founded 2000) has increased by 2 units, from 8 to 10 (25% growth). These are quick serve bakery/cafés with seating for about 20. Locations are open for breakfast and lunch. Catering is offered. The check average is around \$3-\$8 per person. Locations are in AB and BC.



**BEVERAGE MANAGEMENT
MADE EASY**

Concepts previously written about in the past 18 months.

Miami Lakes, FL-based **SHULA'S STEAKHOUSE** (founded 1989) has increased by 1 unit for the Shula's 347 concept, from 6 to 7 (17% concept growth) and entered into NC. Other concepts are Shula's Steakhouse (17), Shula's 2 (4) and Shula's on the Beach (1). Overall company increase was from 28 to 29 (4% growth). Shula's are upscale steak and seafood restaurants, open for dinner only, with a \$30-\$50+ per person check average. Shula's 2 is family/casual, open for lunch and dinner, with a \$10-\$30 per person check average. All restaurants have a full bar and seating for about 200. Catering and banquet services are available. Trading areas are AL, CA, FL, IL, IN, LA, MD, MI, NC, NY, OH, OR, PA, RI, TX, and VA. We previously featured this company on 8/19/08 (17% growth).

Fort Lauderdale, FL-based **PIZZA FUSION** (founded 2006) has increased by 9 units, from 7 to 16 (129% growth) and entered into AZ, GA, NJ, TX, and WA. Other trading areas are CA, FL, and PA. We featured this concept on 5/6/08 (67% growth) and on 9/15/08 (40% growth). These quick serve pizzerias are open for lunch and dinner. Beer and wine are served at some locations. Seating is for about 30. Catering and delivery are available. More than 90% of locations are franchised.

Charlotte, NC-based **BOJANGLES' FAMOUS CHICKEN & BISCUITS** (founded 1977) has increased by 21 units, from 410 to 431 (5% growth). These quick serve chicken restaurants are open for breakfast, lunch and dinner, with a \$3-\$8 per person check average. Seating is for about 50. Locations are franchised and located in AL, FL, GA, MD, NC, NJ, NY, PA, SC, TN, VA, Honduras, and Mexico. We previously wrote about this concept on 1/22/08 (3% growth) and again on 10/7/08 (5% growth).

Dallas, TX-based **POLLO CAMPERO** (founded 1971) has increased by 5 units, from 294 to 299 (2% growth) and entered into AR, GA, and SC. These fast casual chicken restaurants are open for breakfast, lunch and dinner, with a \$3-\$8 per person check average. Seating is for about 80. Catering, delivery and online ordering are available. Locations are in the states of AR, CA, DC, FL, GA, IL, MD, NJ, NY, SC, TX, and VA, and throughout South America, Asia, and Spain. We wrote about this company on 1/15/08 (10% growth) and on 5/27/08 (5% growth).

CEFIORE based in City Of Industry, CA has increased by 5 units, from 32 to 37 (16% growth) and expanded into CO and FL. These are quick serve ice cream/yogurt stores with seating for about 10. The per person check average is around \$3-\$6. Cefiore is a subsidiary of Todai restaurants. Locations are in CA, CO, FL, HI, KY, NV and WA. We reported on this concept on 10/7/08 when they had 33% growth.

RED MANGO headquartered in Sherman Oaks, CA (founded 2002) has increased by 5 units, from 39 to 44 (13% growth). These are quick serve ice cream/yogurt shops with seating for about 20. The check average is around \$3-\$8 per person. Locations are more than 90% franchised and are in CA, HI, IL, NJ, NV, NY, OR, UT and WA. We wrote about this concept 3 times before, 1/22/08 (550% growth), 6/17/08 (92% growth) and 10/7/08 (56% growth).

Who likes to count inventory?

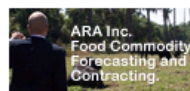
Ask any operator, manager or supervisor and they will almost always tell you that the counting of anything is tedious and mostly a drag. The best part of doing inventory is when you have counted the last item and can process the numbers.

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...](#)



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**COMMODITIES PRICING****Dairy Cows and Milk Prices**

The February 2009 milk futures contract is currently trading well below \$10. A year ago the February 2008 contract was trading at

\$17.00. Feed costs are lower, but not low enough to offset the significant descent in milk prices. [Continued...](#)

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If you are a supplier, vendors or manufacturer and want to expand your offerings to our members. Please contact us directly.



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...](#)

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