



RestaurantChains.net

February 24, 2009

Data reflects change and activity during the most recent four-month period from October 16, 2008 to February 16, 2009

QUICK LINKS

[NEWSLETTER SIGN-UP](#)

[TESTIMONIALS](#)

[NEWSLETTER ARCHIVE](#)

[CURRENT CLIENTS](#)

[OFFERINGS & PRICING](#)

[FAQ](#)

[GLOSSARY](#)

[NEW WEEKLY RESTAURANT OPENING REPORT](#)
(809 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.

Current observations on the state of growth in the industry:

Multi-unit growth has slowed in the recent quarter to 20% of what it was just eight months ago. What we also see is that single unit new openings have slowed to 80-85% of new activity from where they were. Still there around 50,000 new openings per year in the industry.

The industry is alive and well, if not at the strong clip it once was.

We also believe it displays the current credit and financial hassles. We believe many have chosen to go it alone and feed niche markets providing their own financial wherewithal.

Our research staff is experiencing a greater proliferation of single unit, (almost) mini feeder-outlets of the lower per person check average nature. This feeds the masses and acts as a fair trade-off from a new make-it-at-home mentality.

Currently, the most popular per person check average is between \$3 and \$8. From where we sit, entrepreneurship is strong.

SPONSORED BY



TOP TEN GROWING CONCEPTS

NEW! February's Top 20 list of the fastest growing concepts with between 50 and 100 units. See the story and who made the list. [Continued...](#)

See the The January Top 10 list of the fastest growing concepts with less than 50 units [Continued...](#)

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...](#)

GROWING CONCEPTS

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

Creve Coeur, MO-based **CULPEPPERS** (founded 1935) has increased by 1 unit, from 8 to 9 (13% growth). These are family/casual restaurants, serving American cuisine, with an \$8-\$20 per person check average. Meal periods are lunch and dinner. Locations serve beer and wine and have seating for about 200. Banquet, catering and delivery services are available. All units are in MO.

Santa Barbara, CA-based **JEANNINE'S AMERICAN BAKERY AND RESTAURANT** has increased by 1 unit, from 3 to 4 (33% growth). These family/casual bakery/cafes are open for breakfast and lunch, with a \$6-\$12 per person check average. Beer and wine are served. Seating is for about 50. Catering is available. All locations are in CA.

East Amherst, NY-based **MIGHTY TACO** has increased by 1 unit, from 15 to 16 (7% growth). These fast casual Mexican restaurants are open for lunch and dinner, with a \$4-\$8 per person check average. Most units have seating for about 70, with drive-thru service. All locations are in NY.

GRAHAM CENTRAL STATION based in Odessa, TX (founded 1968) has increased by 1 unit for Graham Central Station, from 10 to 11 (10% growth). These are buffet restaurants with full bar and seating for about 350. The per person check average is around \$6-\$15+. Banquets are offered. There is a second concept called Club Arriba with 2 units. Overall company growth is from 12 to 13. Locations are in AZ, NM, OK, TN and TX.

TOPEKA'S STEAKHOUSE N SALOON of Richmond, VA (founded 1994) has increased by 1 unit, from 2 to 3 (50% growth). These are upscale steakhouses with full bar and seating for about 150. Catering and banquets are offered. The per person check average is around \$10-\$30. All locations are in VA.

ALONTI CAFE & CATERING based in Houston, TX (founded 1974) has increased by 1 unit, from 27 to 28 (4% growth). These are fast casual breakfast and lunch restaurants with seating for about 100. The check average is around \$4-\$10 per person. Locations are in IL and TX.

TUCANOS BRAZILIAN GRILL of Golden, CO has increased by 1 unit, from 3 to 4 (33% growth) and expanded into ID. These are upscale restaurants with full bar and seating for about 300. The check average is around \$15-\$30+ per person. Catering and banquets are offered. Locations are in ID, NM and UT.

MEET YOU AT ARNI'S of Lafayette, IN (founded 1965) has increased by 1 unit, from 18 to 19 (6% growth). These are family/casual Italian and Pizza restaurants with seating for about 50. Beer and wine are served. Banquets are offered. The per person check average is around \$6-\$12. About half of the locations are franchised. All are in IN.

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.

Las Vegas, NV-based **PAPA BELLO PIZZA** (Ticker: PAPA.PK; founded 2005) has increased by 2 units, from 17 to 19 (12% growth) and entered into China. These quick serve pizzerias are open for lunch and dinner. Most locations have seating for about 20-40. Delivery is available. Trading areas are AL, IA, IN, MI, MN, MO, NE, OH, OK, SC, TN, WI, and China. All units are franchised.



**BEVERAGE MANAGEMENT
MADE EASY**

REPEAT GROWERS

Concepts previously written about in the past 18 months.

Baton Rouge, LA-based **RAISING CANE'S** (founded 1996) has increased by 6 units, from 70 to 76 (9% growth). These quick serve chicken restaurants are open for lunch and dinner, with a \$4-\$8 per person check average. Seating is for about 70. Catering and drive-thru services are available. Trading areas are AL, CO, GA, KY, LA, MN, MS, NE, NV, OH, OK, TX, and VA. About 20% of units are franchised. We previously featured this concept on 10/2/07 (9% growth) and again on 2/19/08 (21% growth).

Edmonton, AB-based **BOOSTER JUICE** (founded 1999) has increased by 15 units, from 181 to 196 (8% growth), opening their first location in India. This is a quick serve juice/smoothie concept, open for lunch and dinner hours. Per person price range is \$3-\$8. Catering is available. All units are franchised and located in AB, AZ, BC, CA, FL, ID, MB, NB, NJ, NL, NS, NY, ON, OR, PQ, SK, TX, UT, WA, India, Saudi Arabia, and the UAE. We wrote about this company on 3/4/08 (13% growth).

San Marcos, CA-based **SUBMARINA CALIFORNIA SUBS** (founded 1977) has increased by 7 units, from 61 to 68 (11% growth) and entered into DC, GA, and KS. These fast casual sandwich shops are open for lunch and dinner, with a \$3-\$8 per person check average. Seating is for about 30 at most units. Catering and online ordering are available. Trading areas are AZ, CA, DC, FL, GA, KS, MI, and TN, with units due to open later this year in OH and TX. All stores are franchised. We last featured this concept on 4/29/08 (17% growth).

BUFFALO WINGS & RINGS headquartered in Cincinnati, OH (founded 1988) has increased by 5 units, from 43 to 48 (12% growth). These are family/casual restaurants with full bar and seating for about 200. Catering is offered. All locations are franchised and are in AZ, CA, FL, IL, IN, KY, MI, NC, NY, OH, SD, TX and WI. We reported on this concept on 8/19/08 (44% growth) and on 11/4/08 (19% growth).

PINKBERRY of Los Angeles, CA (founded 2005) has increased by 3 units, from 67 to 70 (4% growth). These are quick serve ice cream stores with seating for about 50. The per person check average is around \$3-\$8. Locations are in CA and NY. We reported on this concept on 6/24/08 (38% growth and 9/23/08 (22% 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...](#)



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

Chicken Breast Prices and Demand

During the last 3 weeks, chicken production is estimated to have been 6% plus below year ago 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?

You have probably heard lately about restaurant cooperatives. Imagine the flexibility and savings in you could receive by joining our group who negotiate and establish pricing for you with our group buying power.

There is now a significant bonafide approach we offer and ~~membership~~ is free.

Participants in the program include large and small restaurant operators. Driving the cooperative are regional, national, global manufacturers, suppliers and vendors who provide specific cost savings for members in the group.

To become a cooperative member, you don't need to change your current deals, distributors, sales people or items purchased.

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

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



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 Starnini
francine@foodservicereport.com

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

This email was sent to [email]. To ensure that you continue receiving our emails, please add us to your address book or safe list.

[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**