



# RestaurantChains.net

March 31, 2009

Data reflects change and activity during the most recent four-month period from November 23, 2008 to March 23, 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!** 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...](#)

April's Top 10 list will be published next week.

### GROWING CONCEPTS

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

Englewood, CO-based **TOKYO JOE'S** (founded 1996) has increased by 1 unit, from 17 to 18 (6% growth). These are fast casual Japanese restaurants, open for lunch and dinner, with a \$6-\$12 per person check average. Beer is served. Seating is for about 125. Catering is available

doubled the amount of locations in the past year (currently 22 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 31 locations, they are opening stores at a rapid pace. With a successful franchise system in place this company is poised for continued growth.

[Continued...](#)

average. Beer is served. Seating is for about 125. Catering is available. All units are in CO.

Tampa, FL-based **COLUMBIA RESTAURANT** (founded 1905) has increased by 1 unit, adding a new concept called Columbia Café. Other concepts are Columbia Restaurant (6) and Cha Cha Coconuts (2). Overall company increase was from 8 to 9 (13% company growth). These are family casual Cuban restaurants, open for lunch and dinner, with a \$10-\$30 per person check average. Locations have a full bar and seating for about 250. Catering and banquets are available. All locations are in FL.

**CHERRY TREE HOSPITALITY GROUP** of Wilmington, DE has increased by 1 unit, from 3 to 4 (33% growth). Current concepts are Mikimoto's (1), Presto (1), Washington Street Ale House (1) and the new concept called Stingray (1). Locations are family/casual with full bar and seating for about 100. Catering and banquets are offered. The check average is around \$6-\$15+. All locations are in DE.

**THE HUNGRY HOBO** based in Rock Island, IL (founded 1973) has increased by 1 unit, from 15 to 16 (7% growth). These are quick serve sandwich restaurants with seating for about 80. The per person check average is around \$3-\$8. Catering is offered. Locations are 25% franchised and are in IA and IL.

**AMICI ITALIAN CAFE** headquartered in Madison, GA (founded 1993) has increased by 1 unit, from 5 to 6 (20% growth). These are family/casual Italian restaurants with seating for about 70. Beer and wine are served. The check average is around \$8-\$20. Catering is offered. Locations are in GA. 50% are franchised.



**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](http://www.restaurantchains.net)

#### EMERGING CONCEPTS

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

Murfreesboro, TN-based **SIR PIZZA** (founded 1966) has increased by 2 units, from 12 to 14 (17% growth). These family/casual pizzerias are open for lunch and dinner, with a \$4-\$10 per person check average. Some locations serve beer. Most locations have seating for about 40-50. Delivery is available. Locations are franchised and all are in TN.



#### REPEAT GROWERS


##### Concepts previously written about in the past 18 months.

Nashville, TN-based **LOGAN'S ROADHOUSE** (founded 1991) has increased by 6 units, from 196 to 202 (3% growth). These family/casual restaurants are open for lunch and dinner, serving American cuisine. Per person check average is \$8-\$20, with full bar and seating for about 250. Catering is available. Trading areas are AL, AR, AZ, CA, FL, GA, IL, IN, KS, KY, LA, MI, MO, MS, NC, OH, OK, PA, SC, TN, TX, VA, and WV. About 13% of the locations are franchised. We wrote about this company on 4/15/08

(3% growth).

Murray, UT-based **WINGER'S GRILL & BAR** (founded 1993) has increased by 1 unit, from 40 to 41 (3% growth) and entered into TN. The restaurants are family/casual, open for breakfast, lunch and dinner. Per person check average is \$6-\$15+. Locations have a full bar and seating for about 125. Catering and banquets are available. Nearly 80% of units are franchised. The restaurants are in the states of ID, NV, OR, TN, UT, WA, WY, and one in Germany. Locations are planned for KY and PA later this year. We featured this concept on 11/6/07 (8% growth).

Dallas, TX-based **CORNER BAKERY CAFÉ** (founded 1991) has increased by 4 units, from 108 to 112 (4% growth) and entered into AZ. These fast casual bakery/cafes are open for breakfast, lunch and dinner, with a \$4-\$10 per person check average. Seating is for about 80 at most locations. Catering and delivery are available. About 10% of the stores are franchised. Trading areas are AZ, CA, CO, DC, GA, IL, MD, PA, TX, and VA, with a Flowood, MS location to open later this spring. We previously featured this concept on 7/29/08 (5% growth) and on 11/18/08 (4% growth).

 **KOLACHE FACTORY** of Houston, TX (founded 1982) has increased by 3 units, from 34 to 37 (9% growth). These are mostly take-out bakery cafes with limited seating. The check average is around \$3-\$8. Catering is offered. Locations are in CO, IN, KS, MO and TX. More than half are franchised. We reported on this concept on 12/9/08 when they had 3% growth.

**SALADWORKS** headquartered in Conshohocken, PA (founded 1986) has increased by 8 units, from 100 to 108 (8% growth). These are fast casual restaurants with seating for about 70. The check average is around \$4-\$10 per person. Catering is offered. Locations are in CA, DC, DE, FL, IL, MD, NC, NJ and PA. All are franchised. We last reported on this concept on 7/29/08 (7% growth) and again on 10/21/08 (6% growth).

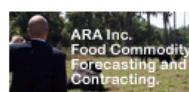
**WHICH WICH** based in Dallas, TX (founded 2003) has increased by 8 units, from 64 to 72 (13% growth). These are quick serve sandwich restaurants with seating for about 50. The check average is around \$3-\$8 per person. Catering is offered. Locations are in AZ, CO, GA, IA, MO, MS, NM, OK, SC, TN, TX and WA. All locations are franchised. This company made our Top Ten fastest growing concept lists for July '07(#1), January '08 (#3) and July '08 (#2). We wrote about this concept in our newsletters on 4/22/08 (58% growth), 8/19/08 (4% growth) and 12/2/08 (19% 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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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...](#)

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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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