



RestaurantChains.net

April 28, 2009

Data reflects change and activity during the most recent four-month period from December 20, 2008 to April 20, 2009

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

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! April's Top 10 list is here! [Continued...](#)

GROWING CONCEPTS

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

San Francisco, CA-based **KIMPTON HOTEL & RESTAURANT GROUP** (founded 1981) has increased by 5 units, from 45 to 50 (11% growth), with the addition of 5 new concepts (Area 31, Brabo, Heaton's Reef Bar & Grill, Indigo Room, and Pacci Ristorante). The company has now entered into the states of FL and GA. This restaurant group manages a variety of upscale restaurant concepts, open for lunch and dinner hours, with a \$15-\$50+ price range. Other concepts include 312 Chicago (1), 39 Degrees Lounge (1), Atwood Café (1), Bambara (2), Bar Rouge (1), Blue Mermaid Chowder House (1), Blvd 16 (1), Bookstore Bar & Café (1), Café Pescatore (1), Central 214 (1), Domaso (1), Encore Liquid Lounge (1), Fifth Floor (1), Firefly (1), Grand Café (1), Harry Denton's Starlight Room (1), Helix Lounge (1), Jackson 20 (1), Jsix (1), Ko Prime (1), Kuleto's (1),

strong with 22 units, The Greene Turtle offers franchisees a complete system of training, development and execution.

[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...](#)

Library Bistro (1), Nios (1), Panzano (1), Park Place (1), Pazzo Bakery & Café (1), Pazzo Ristorante (1), Ponzu (1), Poste Brasserie (1), Postrio (1), Puccini & Pinetti (1), Red Star Tavern & Roast House (1), Ruby Room (1), Sazerac (1), Scala's Bistro (1), Silverleaf Tavern (1), Social (1), South Water Kitchen (1), Taggia (1), The Grille (1), Topaz Bar (1), Tulio Ristorante (1), Urbana (1), and Zin (1). The restaurants offer mostly Italian and American cuisines. Banquet facilities are available. All locations have a full bar. Average seating is for about 200. Trading areas are AZ, BC, CA, CO, DC, FL, GA, IL, MA, NY, OR, TX, UT, VA, and WA.

Orlando, FL-based **HARD ROCK CAFÉ** (founded 1971) has increased by 2 units, from 127 to 129 (2% growth). These family/casual restaurants are open for lunch and dinner, with a \$10-\$30 per person check average. American cuisine is served. Seating is for about 400. All locations have a full bar and offer catering and private party facilities. About half of the locations are franchised. Trading areas are AZ, CA, CO, CT, DC, FL, GA, HI, IL, IN, KY, LA, MA, MD, MI, MN, MO, MS, NJ, NV, NY, OH, ON, PA, PQ, SC, TN, TX, and many other countries worldwide.

PIZZA KING based in Lafayette, IN (founded 1955) has increased by 1 unit, from 44 to 45 (2% growth). These are quick serve pizza restaurants with seating for about 40. Beer and wine are served. The check average is around \$4-\$10 per person. Catering and banquets are offered. Locations are more than 90% franchised and are in IN.



NEW! See the 1st quarter 2009 expansion and pull-out list by state.

See the results... [Continued...](#)

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.

Columbus, MS-based **EAT WITH US** (founded 1982) has increased by 3 units for the Sweet Peppers Deli concept, from 14 to 17 (21% concept growth) and entered into LA. Other concepts include Bulldog Deli (1), Grill (3), Harvey's (3), and Park Heights (1). Overall company increase was from 22 to 25 (14% company growth). The deli concepts are fast casual, open for lunch and dinner hours. Per person check average is \$4-\$10. Grill, Park Heights, and Harvey's are family/casual American bar and grill restaurants, with an \$8-\$20 per person check average. They seat about 200. Average seating at the delis is about 50. Trading areas are AL, LA, MS, SC, and TN. We wrote about this company on 8/12/08 (11% growth) and on 11/18/08 (10% growth).

NANDO'S CHICKEN CANADA based in Richmond, BC (founded 1994) has increased by 4 units, from 20 to 24 (20% growth). These are fast casual chicken restaurants with seating for about 60. The per person check average is around \$8-\$20. Catering is offered. Locations are more than 90% franchised and are in AB, BC and ON.



**BEVERAGE MANAGEMENT
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REPEAT GROWERS

Concepts previously written about in the past 18 months.

Dallas, TX-based **BOSTON'S THE GOURMET PIZZA** (founded 1964) has increased by 18 units, from 363 to 381 (5% growth) and entered into OR. These are family/casual pizzeria restaurants, open for lunch and dinner.

These are family/casual pizzeria restaurants, open for lunch and dinner, with a \$10-\$30 per person check average. Locations have a full bar and seating for about 250. Private party facilities are available, as well as delivery and online ordering at some locations. Trading areas are AB, AK, AR, AZ, BC, CA, CO, CT, FL, GA, IA, IL, IN, MB, MD, MI, MN, MT, NB, NJ, NL, NM, NS, NT, OH, ON, OR, PA, PE, PQ, SD, SK, TX, UT, WA, WI, YT, and Mexico. More than 90% of locations are franchised. We featured this concept on 12/18/07 (7% growth).

Annapolis, MD-based **LEDO PIZZA** (founded 1955) has increased by 3 units, from 84 to 87 (4% growth). These are family/casual Italian and pizza restaurants, open for lunch and dinner, with a \$6-\$12 per person check average. Most locations have a full bar and seating for about 90. Catering and delivery are available. Units are franchised and located in the states of DC, DE, FL, GA, MD, NC, VA, and WV. We previously featured this concept on 12/26/07 (4% growth) and on 9/9/08 (4% growth).

Burlington, VT-based **BRUEGGER'S BAGEL BAKERY** (founded 1983) has increased by 6 units for the Bruegger's Bagel concept, from 278 to 284 (2% concept growth) and entered into IL. The company also operates a 5-unit concept called Bagel Factory, located in PA. Overall company increase was from 284 to 290 (2% company growth). These are quick serve bagel cafes, open for breakfast and lunch, with a \$2-\$6 per person check average. Catering is available. More than 90% of units are franchised. Trading areas are AK, AL, AZ, CA, CO, CT, DC, FL, IA, IL, KY, MA, MI, MN, NC, NE, NV, NY, OH, PA, SC, TN, VA, VT, and WI. We wrote about this company on 12/18/07 (3% growth) and again on 4/15/08 (3% growth).

TAVERN RESTAURANT GROUP based in Cincinnati, OH (founded 1973) has increased by 1 unit for their The Pub concept, from 8 to 9 (13% concept growth). These are family casual units with full bar and seating for about 250. The check average is around \$8-\$20 per person. Banquets are offered. Other concepts are Desha's (3), Horse And Barrel (1), Nicholson's (1), The Polo Grille (1) and The Pub (9). Overall company growth is from 14 to 15 (7% company growth). Locations are in FL, KY and OH. We reported on this concept in our 1/13/09 newsletter when they had 8% growth.

BAJIO GRILL based in American Fork, UT has increased by 3 units, from 42 to 45 (7% growth) and expanded into FL and WA. These are family/casual Mexican restaurants with seating for about 80. Beer and wine are served. The check average is around \$6-\$12. Locations are more than 60% franchised and are in AZ, FL, ID, IN, KY, MT, NV, OR, TX, UT, WA and WY. We reported on this concept on 8/12/08 (13% 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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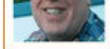
COMMODITIES PRICING

Choice Beef Surprise

Choice beef prices typically move upward during the mid spring. [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:

keith@restaurantchains.net



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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...](#)

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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