



RestaurantChains.net

November 4, 2008

Data reflects change and activity during the most recent four-month period from June 27, 2008 to October 27, 2008

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

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 October Top Ten list of the Fastest Growing Concepts with less than 50 units.

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

The August 2008 Top 20 Fastest Growing Concepts with between 50 and 100 units. On the left side of the page you will find the heading please support our sponsors.

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

The Restaurantchains.net 2008 Top 200 PIZZA chains (by worldwide unit size).

Published in association with PMQ Magazine. See the whole story.

[Continued...](#)

centers. Having 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 24 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).

Charlotte, NC-based **SHOWMAR'S RESTAURANT** (founded 1982) has increased by 3 units, from 27 to 30 (11% growth). These are family/casual restaurants, serving American cuisine. Meal periods are breakfast, lunch and dinner. Per person check average is \$6-\$15+. Locations have a full bar and seating for about 100. Catering is available. Trading areas are NC and SC.

Severna Park, MD-based **WINGS TO GO** (founded 1985) has increased by 4 units, from 76 to 80 (5% growth) and entered into CA. These quick serve chicken restaurants are open for lunch and dinner, with a \$4-\$10 per person check average. Beer is served. Seating is for about 30. Catering and delivery are available. Trading areas are AL, AR, CA, DC, DE, IN, LA, MD, NC, NJ, OH, OK, PA, RI, TX, and VA, with a WV location to open later this year. More than 90% of the units are franchised.

Flushing, MI-based **COFFEE BEANERY** (founded 1976) has increased by 11 units, from 100 to 111 (11% growth) and entered into 3 states (CO, MN, and WI). These are take-out coffee shops, open for breakfast, lunch and dinner hours. Per person check is \$2-\$6. Trading areas are AR, AZ, CO, CT, DE, FL, GA, IL, IN, KY, LA, MD, MI, MN, MS, NC, NJ, NY, OH, PA, SC, TN, TX, VA, WI, Guam, Puerto Rico, China and the Middle East. More than 90% of stores are franchised.

NEW! See the 3rd 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.



REPEAT GROWERS

Concepts previously written about in the past 18 months.

Columbus, OH-based **BRAVO DEVELOPMENT INC** (founded 1981) has increased by 3 units for the Bravo Cucina Italiana concept, from 39 to 42 (8% concept growth) and by 1 unit for Brio Tuscan Grille, from 28 to 29 (4% concept growth). The Brio concept has now entered into the state of CO. Bravo also operates the 1-unit French concept called Bon Vie. Overall company increase is from 68 to 72 (6% company growth). These are upscale Italian restaurants, open for lunch and dinner. Per person check average is \$15-\$30+. Catering and private party facilities are available. Trading areas are AL, AZ, CO, FL, GA, IA, IL, IN, KS, KY, LA, MI, MO, NC, NJ, NM, NV, NY, OH, OK, PA, TN, TX, VA, and WI. We wrote about this concept on 10/23/07 (8% growth), 2/12/08 (5% growth), and on 6/17/08 (6% growth).

Dallas, TX-based **DICKEY'S BBQ PIT** (founded 1941) has increased by 6 units, from 90 to 96 (7% growth) and entered into MD. We wrote about this concept 4 times previously (6/19/07-14% growth, 11/20/07-5% growth, 4/22/08-10% growth, and 7/29/08-6% growth). This is a fast casual bbq concept, open for lunch and dinner, with a \$6-\$12 per person check average. Beer and wine are served and seating is for about 150. Catering is available. Trading areas are AZ, CA, CO, GA, IA, MO, MS, NC, NM, OH, PA, TN, TX, and VA. More than 90% of units are franchised.

Tampa, FL-based **MELTING POT** (founded 1975) has increased by 4 units, from 133 to 137 (3% growth) and entered into RI. These upscale fondue restaurants are open for dinner only, with a \$15-\$50+ per person check average. Seating is for about 200. All locations have a full bar. Private party facilities are available. Trading areas are AL, AZ, CA, CO, CT, DC, DE, FL, GA, HI, ID, IL, IN, KY, LA, MA, MD, MI, MN, MO, NC, NE, NJ, NM, NV, NY, OH, OK, OR, PA, RI, SC, TN, TX, UT, VA, WA, and WI. More than 90% of the restaurants are franchised. We featured this concept on 7/2/07 (5% growth) and again on 2/26/08 (8% growth).

Tustin, CA-based **MIMI'S CAFÉ** (founded 1978) has increased by 8 units, from 132 to 140 (6% growth). We wrote about this concept on 10/2/07 (6% growth) and on 8/5/08 (5% growth). These are family/casual restaurants, open for breakfast, lunch and dinner, with an \$8-\$20 per person check average. Locations have a full bar and seating for about 200. Trading areas are AR, AZ, CA, CO, FL, GA, IL, KS, KY, MD, MO, NC, NE, NM, NV, OH, OK, SC, TN, TX, UT, and VA. Mimi's Café is a subsidiary of Columbus, OH-based Bob Evans Farms Restaurants (NASDAQ: BOBE).

Saanichton, BC-based **SARPINO'S PIZZERIA** (founded 1972) has increased by 5 units, from 78 to 83 (6% growth). These family/casual pizza restaurants are open for lunch and dinner. Seating is for about 40. Beer and wine are served. Online ordering, delivery, and private party services are available at most locations. Trading areas are AB, BC, IA, IL, KS, MB, MN, SK, TX, Asia, Australia, and the Middle East. A Toronto, ON location is scheduled to open soon. We wrote about this concept on 7/22/08 (11% growth). More than 90% of units are franchised.

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.

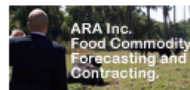
There is a company that has a device (picture a palm pilot) you just point at the bottle. The accuracy and speed of the system are second to none. [Liquor cost savings of 15-30%](#) are common [Continued...](#)



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COMMODITIES PRICING

Pork Spending

The chart of the week is US pork production. As one can tell from the chart below, pork production typically increases during the fall. As pork production seasonally increases into the fall the value of the pork cutout (index of pork prices) typically moves lower. [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...](#)

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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