



RestaurantChains.net

December 9, 2008

Data reflects change and activity during the most recent four-month period from August 1, 2008 to December 1, 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

SEE The November Top 20 list of the fastest growing concepts with between 50 and 100 units.

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

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 state of the industry- Current Opinion;

The media would have us believe we are all eating mayonnaise

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...](#)

sandwiches for B,L & D that we made at home and brought around in our brown (or plastic) bags. Contrary to media outlets in and outside of this industry, the reality is that people have NOT stopped eating out. As we have stated in previous months, people still go out to eat frequently given reasonable price points of about \$3-10 depending upon the meal day-part.

Just ask the pizza, bagels, coffee and other QSR type locations. Almost all will say same-store comparisons are up (year over year) where fast casual and casual will state the opposite. Except for Bar & Grill concepts with a "soul." They are still doing good and even brisk business.

In addition, tracking new business start-ups lends itself to this understanding. And by the way, people and companies have not stopped opening restaurants.

Recently there has been a movement away from franchising and more towards independent ownership while shying away from fast growing mega chains with formulaic methods of menus and strict standards of operations.

We are finding, the numbers don't lie.

Consistently over the past years, there has been no discernable difference in the number of people who open new restaurants. However, we have seen a considerable slip in alcohol filings. About 20-25% less than in previous times.

GROWING CONCEPTS

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

Rockville, MD-based **SILVER DINER** (founded 1989) has increased by 1 unit, from 16 to 17 (6% growth). These family/casual restaurants are open for breakfast, lunch and dinner with a \$6-\$15+ per person check average. Beer and wine are served. Seating is for about 125. Online ordering is available. Units are in MD, NJ, and VA.

Houston, TX-based **KOLACHE FACTORY** (founded 1982) has increased by 1 unit, from 33 to 34 (3% growth). These quick serve bakery/cafes are open for breakfast, lunch and dinner, with a \$3-\$8 per person check average. Seating is for about 20. Catering and online ordering are available. Trading areas are CO, IN, KS, MO, and TX. About 50% of units are franchised.

ARIGATO JAPANESE STEAKHOUSE based in Saint Petersburg, FL (founded 1971) has increased by 1 unit, from 2 to 3 (50% growth). These are upscale Japanese restaurants with full bar. Seating is for about 200. The check average is around \$10-\$30+ per person. Banquets are offered. All locations are in FL.

SUPAROSSA RESTAURANT GROUP headquartered in Chicago, IL (founded 1977) has increased by 1 unit for their Real Time Sports Bar concept, from 1 to 2 (100% concept growth). Overall company growth is from 9 to 10 (11% company growth). Other concepts are Biagio Catering & Banquets (1), Cucina Biagio (1), Pete's Pizzeria (1), Porto Bello (1), Suparossa (3) and The Belvedere (1). Some concepts are upscale and others are family/casual. The per person check average range is from \$6-\$30+. Catering and banquets are offered. Locations are in FL and IL.

CHOP'T CREATIVE SALAD COMPANY based in New York, NY (founded 2001) has increased by 1 unit, from 8 to 9 (13% growth). These are fast casual restaurants with limited seating. The per person check average is \$6-\$12. Catering is offered. Locations are in DC, NY and VA.

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.

Edina, MN-based **PARASOLE RESTAURANT HOLDINGS** (founded 1979) has increased by 1 unit for the Manny's Steakhouse concept, from 1 to 2 (100% concept growth) and opened 2 new concepts- Living Room and Prohibition. Overall company increase was from 9 to 12 (33% company growth). Other concepts include Chino Latino (1), Figlio (1), Good Earth (2), Muffuletta (1), Pittsburgh Blue Steakhouse (1), and Salut Bar American (2). These are mostly upscale concepts, open for lunch and dinner, with a \$15-\$50+ per person check average. Catering and banquet services are available. All of the restaurants are located in MN.

Chapel Hill, NC-based **AMANTE GOURMET PIZZA** (founded 1991) has increased by 2 units, from 5 to 7 (40% growth). These family/casual pizzeria restaurants are open for lunch and dinner, serving beer and wine. Seating is for about 60. Catering and delivery are available. All units are in NC.



**BEVERAGE MANAGEMENT
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REPEAT GROWERS

Concepts previously written about in the past 18 months.

Scottsdale, AZ-based **NRGIZE LIFESTYLE CAFÉ** has increased by 9 units, from 59 to 68 (15% growth) and entered into CO. These are quick serve juice/smoothie bars, open for lunch and dinner hours. Prices are about \$2-\$6 per person. Trading areas are AZ, CA, CO, CT, FL, GA, IL, IN, NJ, NY, OR, PA, TX, WA, and WI. We wrote about this concept on 3/25/08 (44% growth). Nrgize is a subsidiary of Kahala Corp.

Leawood, KS-based **HOULIHAN'S RESTAURANTS INC** (founded 1972) has increased by 6 units for the Houlihan's concept, from 99 to 105 (6% concept growth). Other concepts are Braxton Seafood Grill (1), Bristol's Seafood Grill (4), Chequer's Seafood Grill (1), Devon Seafood Grill (3) and J Gilbert's (4). Overall company increase was from 112 to 118 (5% growth). We wrote about this company on 9/9/08 (6% company growth). The Houlihan's restaurants are family/casual, serving American cuisine. Meal periods are lunch and dinner, with a \$10-\$30 per person check average. The seafood grills and J Gilbert's are upscale, with a \$15-\$30+ per person check average. Average seating at the restaurants is around 300. All have a full bar. Banquet facilities are available. Trading areas are CA, CT, DE, FL, GA, IA, IL, IN, KS, MA, MD, MI, MN, MO, NJ, NY, OH, PA, TX, VA, and WI. Between 50% and 60% of the restaurants are franchised.

Richardson, TX-based **WINGSTOP** (founded 1994) has increased by 19 units, from 363 to 382 (5% growth). These are quick serve chicken restaurants, open for dinner only. Beer and wine are served. Seating is for about 60. Catering, delivery and online ordering are available. Trading areas are AL, AR, AZ, CA, CO, FL, GA, ID, IL, IN, KY, LA, MD, MO, MS, NC, NE, NM, NV, OH, OK, OR, PA, SC, TN, TX, VA, and WI. More than 90% of the stores are franchised. We featured this concept on 8/20/07 (8% growth), 12/18/07 (6% growth) and on 9/9/08 (6% growth).

Cincinnati, OH-based **PENN STATION EAST COAST SUBS** (founded 1985) has increased by 11 units, from 189 to 200 (6% growth). We wrote about this concept on 12/18/07 (5% growth) and on 9/2/08 (3% growth). These are fast casual sandwich shops, open for lunch and dinner, with a \$4-\$10 per person check average. Seating is for about 50. More than 90% of units are franchised. Trading areas are IL, IN, KY, MI, MO, NC, OH, PA, SC, TN, VA, and WV.

EARLS based in North Vancouver, BC (founded 1982) has increased by 2 units, from 55 to 57 (4% growth). These are family/casual restaurants with full bar and seating for about 250. The check average is around \$10-\$30 per person. Locations are in AB, AZ, BC, CO, MB, ON, SK and YT. We last reported on this concept on 5/6/08 (4% growth).

SPRINKLES CUPCAKES of Beverly Hills, CA has increased by 1 unit, from 4 to 5 (25% growth). These are fast casual units with limited menus. Catering and online ordering are offered. Locations are in AZ, CA and TX. New locations are planned in GA, MA, NC, CO, MO, NV, FL, MN, NY, PA, WA, DC, Tokyo and London. We reported on this concept in our 9/2/08 newsletter (33% growth).

DASTINI DASTARIA of Portland, OR (founded 2001) has increased by 1

RESTAURANT SYSTEMS OF Oregon, OR (opened 2007) has increased by 1 unit, from 7 to 8 (14% growth). We wrote about this company in our 2/19/08 newsletter (50% growth). These are family/casual Italian restaurants with full bar and seating for about 100. The per person check average is around \$8-\$20. Catering is offered. All locations are in OR.

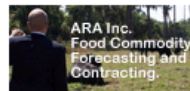
Who likes to count inventory?

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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The Cheese Economy

There are growing expectations that the CME block and barrel markets could experience some significant declines in the coming weeks . [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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