

The 50 Fastest Growing Chain Restaurant Operators for 2010

A Chain Store Guide Special Report



Chain Store Guide
Business Leads | Market Research

www.chainstoreguide.com

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To be the leading provider of high quality business solutions and intelligence to the retail and foodservice markets.

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Introduction

Chain Store Guide has just released its report of the top 50 fastest growing chain restaurant operators in the U.S. and Canada. Chain Store Guide is a market research company that focuses on the retail and restaurant industries. The company is a division of Lebhar-Friedman, Inc., publisher of such industry standards as Nation's Restaurant News, Chain Store Age and Retailing Today. Chain Store Guide based the rankings on the five-year growth by units among companies operating at least 20 locations.

With a few exceptions, the CSG ranking is comprised primarily of small but rapidly growing companies. Most have been in existence for not much more than a decade, but mostly through franchising, they've weathered the economic downturn of recent years and have continued to thrive. Suppliers and service providers looking for new opportunities would be well served to focus on this vibrant group of companies.

Following is a brief profile of each of the top 10 fastest growing companies. The full list of 50 is included in this report as well.

Which Wich Inc. (+836.4%)

1310 Elm St, Ste 180

DALLAS TX 75202-4001

<http://www.whichwich.com>

Primary Foodservice Type: Fast Casual

Year Founded: 2003

Which Wich has had an extraordinary growth spurt of more than 800% since its founding just seven years ago, and with at least nine more locations in the pipeline scheduled to open by mid-2010, the company shows no signs of slowing down. Which Wich restaurants are currently available in Arizona, Arkansas, California, Colorado, Florida, Georgia, Illinois, Indiana, Iowa, Louisiana, Mississippi, Missouri, New Mexico, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, and Washington. Which Wich is committed to delivering fresh sandwiches that are superior to others in the marketplace. To back up this commitment, the company offers a 100% guarantee to its customers for a refund or replacement (or both) on any of its more than 50 varieties of sandwiches.

Salad Creations of America LLC (+600.0%)

5100 W Copans Rd, Ste 300

MARGATE FL 33063-7747

<http://www.saladcreations.net>

Primary Foodservice Type: Fast Casual

Year Founded: 2003

Since being founded in 2003, Salad Creations has rapidly spread across the nation and the world, with locations currently open in 18 states, one Canadian province, as well as Brazil and Kuwait. More than two dozen restaurants are scheduled to open soon, including one in Panama. The company was selected as #1 on the Future 50 list compiled by a leading trade publication in 2009 and has attracted much media attention because of its focus on healthy eating through customizable salads and a commitment to sustainable ingredients. The company is also noteworthy among most of its peers on this list because of its early move to international franchising - in early 2010, a fourth of Salad Creations locations are outside the U.S.

Five Guys Enterprises LLC (+559.2%)

10440 Furnace Rd, Ste 205

LORTON VA 22079-2628

<http://www.fiveguys.com>

Primary Foodservice Type: Fast Casual

Year Founded: 1986

Five Guys Burgers and Fries is the winner of numerous “Reader’s Choice” and “Best Burger” awards across the U.S. The company’s menu consists solely of hamburgers (hand-shaped from fresh, never-frozen ground beef and available with a choice of 15 toppings), French fries (cooked in peanut oil), hot dogs, and grilled cheese sandwiches. Coke products are the only beverage served, and the company has no plans to expand its menu offerings into chili, shakes, chicken sandwiches, ... Its focus on doing two or three things really well is paying off, Five Guys opened store #500 in 2009.

Southeast QSR LLC (+544.4%)

4107 Columbia Rd

MARTINEZ GA 30907-1485

<http://www.borderattitude.com>

Primary Foodservice Type: Quick Serve

Year Founded: 1987

Southeast QSR operates 58 Taco Bell restaurants in Alabama, Florida, Georgia, Mississippi, and South Carolina. Among its many civic activities are the Wounded Warrior Project, the Armed Forces Families Foundation, Awesome Effort and Summer Reading programs, Freedom Bells (supporting local military families), and other community- and family-focused projects.

Freddy’s LLC (+471.4%)

1445 N Rock Rd, Ste 210

WICHITA KS 67206-4201

<http://freddysfrozencustard.com>

Primary Foodservice Type: Quick Serve

Year Founded: 2002

From just four locations in operation in Kansas at the end of 2004, Freddy’s Frozen Custard & Steakhburgers has grown to 40 restaurants across eight states in 2010. With a décor reminiscent of a ‘50s-style diner, the menu features classic American diner food: hamburgers, hot dogs, patty melts, fries, onion rings, sundaes, and shakes. In an interview with a local newspaper in late 2009, the company president announced plans to add at least another 11 locations to the list by the end of the current year. Part of the company’s branding plan is to locate along U.S. interstate highways.

Hunter Management Co. (+464.1%)

551 E State Rd, Ste 201

AMERICAN FORK UT 84003-2191

Primary Foodservice Type: Quick Serve

Year Founded: 2002

Hunter Management Company operates 220 Subway franchises across Nevada, Utah, and Wyoming. Its Subway stores are located in convenience stores, gas stations, freestanding units, regional malls, and strip malls.

Fruits Fresh Smoothies Franchising Company (+440.0%)

4380 Oakes Rd, Ste 800

DAVIE FL 33314-2239

<http://www.fruits.com>

Primary Foodservice Type: Quick Serve

Year Founded: 2001

Fruits Fresh Smoothies, Salads & Wraps promotes itself as a healthy alternative to traditional fast-food fare. The company advertises freshly-squeezed juices, smoothies made with fresh fruit and all-natural ingredients, gourmet wraps, paninis, salads, and soups. Like Salad Creations, another healthy-eating option, Fruits is also looking overseas for growth with locations currently open in Panama, Turks & Caicos, Honduras, Guam, and Singapore. Locations in more countries are under development. As part of its commitment to providing its customers with good-for-you food, Fruits has posted a Nutritional Information document online that provides data on calories, fat, cholesterol, sodium, potassium, fiber, and other factors for each of the company's menu items. Fruits operates kiosks as well as locations in mall food courts, in-line shopping centers, and in-line urban units.

Spicy Pickle Franchising Inc. (+341.7%)

90 Madison St, Ste 700

DENVER CO 80206-5418

<http://www.spicypickle.com>

Primary Foodservice Type: Fast Casual

Year Founded: 1999

The only publicly held company on CSG's list of the top 10 fastest growing restaurant companies, the company operates as Spicy Pickle in the U.S. and as Bread Garden Urban Café in Canada after acquiring those restaurants in late 2008. Its homepage promotes "...restaurants [that] serve high quality meats and fine Italian artisan breads, along with a wide choice of ten different cheeses, twenty-one different toppings, and fifteen proprietary spreads to create healthy and delicious panini and sub sandwiches with flavors from around the world." A relatively new initiative for the company is the development of in-store bakeries instead of purchasing product from outside suppliers. As of December 31, 2009, the company had signed agreements for an additional 59 Spicy Pickle restaurants, with three under construction and one in negotiation. There were also two Bread Garden Urban Cafes under construction as of that date.

Foster's Grille Inc. (+316.7%)

4432 Costello Way

HAYMARKET VA 20169-2996

<http://www.fostersgrille.com>

Primary Foodservice Type: Fast Casual

Year Founded: 1999

Home of the Charburger, Foster's Grille restaurants can be found in Florida, Kansas, Maryland, New York, North Carolina, and Virginia. The restaurants are intended to be casual neighborhood places where families can gather for made-to-order burgers, fries, and shakes, as well as a cold beer. Foster's offers a "Dining for Dollars" program as a fundraiser for non-profit organizations where 10% of all proceeds are given back to the organization. The company is franchising and is seeking to open restaurants in territories with a population of approximately 75,000 (at least half of which is between 21 and 60), an average household income of at least \$50,000, and a concentration of retail, office, and residential locations.

Saxbys Coffee Worldwide LLC (+300.0%)

730 E Elm St

CONSHOHOCKEN PA 19428-2375

<http://www.saxbyscoffee.com>

Primary Foodservice Type: Quick Serve

Year Founded: 2004

Saxbys vision is to provide its patrons with an inviting atmosphere where they can relax, catch up with friends, meet with business colleagues, get some work done outside the office, or read a book. Although concentrated in the mid-Atlantic region of Delaware, District of Columbia, New Jersey, Pennsylvania, and Virginia, there are now Saxbys outposts as far away as Ohio, California, Nevada, and Texas. New locations are opening in Arizona, as well as its existing markets. The company is also seeking international partners for expansion overseas. In addition to organic growth by franchising, Saxbys acquired the 15 retail locations of Bucks County Coffee in late 2008.

Top 7,100 Chain Restaurant Operators

In addition to these 50 fastest growing companies, Chain Store Guide publishes the Chain Restaurant Operators databases and directories that feature in-depth profiles on 7,100 top restaurant chains. The database versions of Chain Restaurant Operators allow you to search restaurant chains based on hundreds of different criteria. Each company profile lists top executive titles and contact names and the Plus database version includes over 12,000 email addresses for top restaurant chain executives. For more information on Chain Store Guide databases visit www.chainstoreguide.com.

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Chain Restaurant *Plus*

The leading database of Chain Restaurant Operators.

Top 50 Fastest Growing Chain Restaurant Operators

Rank	Name	City/State	Current Sales	# of Locations	Five-Year Growth in Locations
1	Which Wich Inc.	DALLAS TX	\$9,000,000	103	836.4%
2	Salad Creations of America LLC	MARGATE FL	\$3,400,000	49	600.0%
3	Five Guys Enterprises LLC	LORTON VA	\$25,900,000	501	559.2%
4	Southeast QSR LLC	MARTINEZ GA	\$45,000,000	58	544.4%
5	Freddy's LLC	WICHITA KS	\$13,000,000	40	471.4%
6	Hunter Management Co.	AMERICAN FORK UT	\$53,000,000	220	464.1%
7	Froots Fresh Smoothies Franchising Co.	DAVIE FL	\$1,900,000	54	440.0%
8	Spicy Pickle Franchising Inc.	DENVER CO	\$3,715,000	53	341.7%
9	Foster's Grille Inc.	HAYMARKET VA	\$25,000,000	25	316.7%
10	Saxbys Coffee Worldwide LLC	CONSHOHOCKEN PA	\$3,200,000	40	300.0%
11	Performance Foods Corporation	MANSFIELD OH	\$14,000,000	40	300.0%
12	Genghis Grill Franchise Concepts LP	DALLAS TX	\$22,000,000	39	290.0%
13	Sheena Management	BLOOMFIELD HILLS MI	\$6,800,000	33	266.7%
14	Pita Pit Ltd.	KINGSTON ON	\$30,000,000	411	263.7%
15	MTY Food Group Inc.	SAINT-LAURENT QC	\$51,538,000	1,530	247.7%
16	Focus Ten	WESLEY CHAPEL FL	\$23,000,000	31	244.4%
17	Cafe Rio Inc.	SALT LAKE CITY UT	\$11,000,000	26	225.0%
18	John T. McGinnis Inc.	SHELBYVILLE KY	\$9,500,000	26	225.0%
19	Kahala Corp.	SCOTTSDALE AZ	\$62,000,000	3,205	208.8%
20	D'Lites Enterprises Inc.	CORAL SPRINGS FL	\$1,800,000	30	200.0%
21	Honeybee Foods Corporation	CITY OF INDUSTRY CA	\$29,900,000	27	200.0%
22	Levecke and Company	GUADALUPE AZ	\$122,000,000	129	200.0%
23	Sarpino's Pizzeria International Inc.	VICTORIA BC	\$4,000,000	93	200.0%
24	D & B Properties	DYERSBURG TN	\$55,000,000	70	191.7%
25	DineEquity Inc.	GLENDALE CA	\$1,262,216,000	3,464	187.0%

Top 50 Fastest Growing Chain Restaurant Operators

Rank	Name	City/State	Current Sales	# of Locations	Five-Year Growth in Locations
26	Sizzling Platter Inc.	MURRAY UT	\$151,000,000	92	178.8%
27	Jimmy John's Sandwiches	CHAMPAIGN IL	\$25,900,000	913	176.7%
28	Global Orange Development	EAST LANSING MI	\$18,000,000	110	175.0%
29	KorMex Foods Inc.	HOUSTON TX	\$25,500,000	44	175.0%
30	Southern Deli LLC	CHARLOTTE NC	\$8,000,000	33	175.0%
31	Square Treasure Foods Inc	HILTON HEAD ISLAND SC	\$11,700,000	27	170.0%
32	Orange Cup of Canada Ltd.	TORONTO ON	\$14,000,000	35	169.2%
33	Barnett Management	PHOENIX AZ	\$45,500,000	43	168.8%
34	Wendy's FourCrown Inc.	OAKDALE MN	\$21,300,000	59	168.2%
35	Garlic Jim's Franchise Corp.	EVERETT WA	\$4,000,000	50	163.2%
36	HuHot Mongolian Grills LLC	MISSOULA MT	\$6,000,000	33	153.8%
37	Mr. Burger	LOWELL AR	\$10,100,000	33	153.8%
38	Tavistock Restaurants LLC	EMERYVILLE CA	\$77,000,000	43	152.9%
39	WOW Cafe & Wingery	COVINGTON LA	\$4,800,000	53	152.4%
40	Zancanelli Management Corp.	OVERLAND PARK KS	\$49,000,000	78	151.6%
41	Le Pain Quotidien	NEW YORK NY	\$34,400,000	40	150.0%
42	Salsarita's Inc.	CHARLOTTE NC	\$2,500,000	80	150.0%
43	Granite City Food & Brewery Ltd.	SAINT LOUIS PARK MN	\$85,849,000	26	136.4%
44	Santa Fe Cattle Co.	BRENTWOOD TN	\$32,500,000	26	136.4%
45	Neighborhood Ventures Inc.	ADDISON TX	\$23,000,000	28	133.3%
46	Lenny's Franchisor LLC	MEMPHIS TN	\$8,000,000	163	132.9%
47	International Coffee & Tea Leaf LLC	LOS ANGELES CA	\$75,000,000	726	131.9%
48	Coastal Plains Restaurants LLC	GREENVILLE NC	\$14,000,000	30	130.8%
49	Fox Restaurant Concepts	SCOTTSDALE AZ	\$34,000,000	27	125.0%
50	Topper's Pizza Inc.	WHITEWATER WI	\$6,000,000	27	125.0%



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