

FRANCHISE NEWS TODAY

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FRANCHISE FINANCE & GROWTH CONFERENCE
APRIL 24-25, 2013
 FOUR SEASONS • LAS VEGAS

April 24-25, 2013 at Las Vegas Four Seasons

FRANCHISE | NRA SHOW 2013

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2014 FRANCHISE EXPO SOUTH

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 PRODUCED BY THE NATIONAL RESTAURANT ASSOCIATION & FRANCHISE TIMES
 May 18-21, 2013 at Chicago's McCormick Place at Houston
 South Reliant Center

February 6-8, 2014 at Houston's Reliant Center

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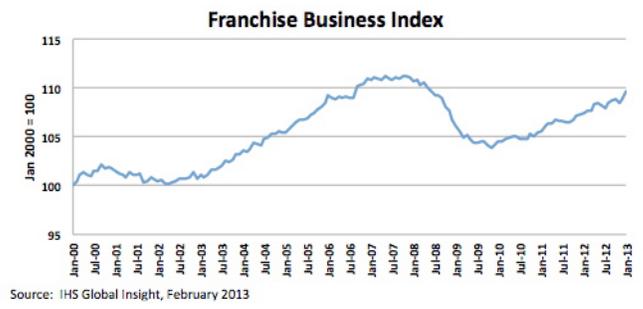


Rise in Franchise Business Index Consistent with Forecast for Modest Growth in 2013

By: Matthew Haller and Jenna Weisbord
<http://www.franchise.org>

WASHINGTON, Feb. 19, 2013 – The Franchise Business Index (FBI), an index of the economic health of the franchising industry, which supports 18 million workers in 825,000 establishments across America, increased by 0.7 percent in January as nearly all components of the index showed improvement, the International Franchise Association announced today. The index rose to 109.7 (Jan 2000=100). Compared with January 2012, the index was up 2.1 percent.

“The uptick in January is reflective of the pent-up demand for growth felt by many franchisors and franchisees who held back on investments in the second half of 2012 because of the uncertainty surrounding the Fiscal Cliff,” said IFA President & CEO Steve Caldeira. “With permanency in tax rates, albeit higher for some small business owners, and steadily improving credit conditions, combined



with low interest rates and less expensive commercial real estate, we expect the franchise industry will add over 10,000 new establishments and 162,000 new jobs this year. Franchising could create even more new businesses and realize additional growth and job creation with pro-growth comprehensive tax reform and spending cuts.”

Designed to provide more-timely tracking of the growing role of franchise businesses in the U.S. economy, the FBI was developed by IHS Global Insight on behalf of the IFA Educational Foundation. The FBI combines indicators of growth in the industries where franchising is most prevalent and measures of the general economic environment for franchising.

VetFran partners with VA on new Veterans Business Accelerator

By: Matthew Haller and Jenna Weisbord
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The Department of Veterans Affairs (VA) is creating a new VA Business Accelerator, to provide professional and entrepreneurial development for veterans interested in entrepreneurship. The VA Business Accelerator will include powerful and innovative courses, resources, and professional development tools. The comprehensive curricula has been designed with the veteran small business owner in mind, and supports the veteran through the entire business cycle. VetFran will be providing franchising content. All interested veterans will be able to access the free courses and resources. Wounded veterans will even qualify for financial support from the VA while doing the coursework. Together, the education provided by the VA Accelerator and the opportunities and incentives offered by the IFA and VetFran can open doors for many veteran-entrepreneurs to start and grow a franchise suitable to their interests.

VetFran is a valuable resource for VA Accelerator graduates, many of whom would like to pursue entrepreneurship through franchising post-graduation. The two programs share a commitment to helping veterans succeed in their career endeavors as the VA Accelerator is a Department of Veterans Affairs initiative to educate Veterans on entrepreneurship and VetFran is dedicated to making opportunities in franchising more accessible to veterans.

Entrepreneurial veterans will be encouraged to pursue franchising opportunities that interest them and the VA Business Accelerator curriculum teaches the vital business skills for entrepreneurs such as starting a business, leading, managing, hiring, and sales. VetFran’s partnerships and resources along with the VA Accelerator’s targeted education can help veterans who wish to open a franchise succeed.

The Fastest Growing Franchises for 2013

Entrepreneur Magazine
 Franchise 500 2013

The list of fastest-growing franchise companies from Entrepreneur's 2013 Franchise 500® offers a quick snapshot of the types of businesses with the highest rates of expansion.

Quick-service restaurants are often the first category people think of when it comes to franchising, and for good reason: They dominate the list of fastest-growing franchises, with 25 out of 106 entries. Particularly popular this year is the frozen-yogurt sector, with four companies ranking, and sandwiches, with six.

But fast food is far from the only sector experiencing rapid growth. Ten senior-care companies made the ranking, Commercial cleaning companies continue to thrive as well, thanks in large part to low startup costs. Eight janitorial franchises also ranked.

The companies on this list are ranked based on growth in the number of open and operating U.S. and Canadian units from July 31, 2011, to July 31, 2012. (Ties are listed alphabetically.) In that time, these 106 companies racked up an impressive 9,945 new North American franchise units.

Keep in mind that rate of growth, while a positive sign, is far from the whole picture when it comes to determining whether a franchise opportunity is right for you. Always do your research--talk with your Registered Franchise Consultant^(R) to find out which franchises are the best fit for you.