

Franchise Times®

FINANCE & GROWTH CONFERENCE 2017

Presentation/ Mtg Room	MONDAY, MARCH 13, 2017 – AGENDA AT A GLANCE
1:30 pm Encore 2	Opening General Session Remarks Mary Jo Larson, Vice President, Publisher, Franchise Times <i>Coffee & soda throughout the conference sponsored by: BMO Harris, Marlin Franchise Finance Group</i>
1:40–2:00 pm Encore 2	McAlister’s Deli – Paul Macaluso, President Founded in 1989, McAlister’s Deli is a fast-casual restaurant chain known for sandwiches, spuds, soups, salads, desserts and McAlister’s Famous Sweet Tea. <i>Q&A Session: 2:00–2:20 pm – Vivaldi</i>
2:00–2:20 pm Encore 2	Moe’s Southwest Grill – Bruce Schroder, President Founded in December 2000 in Atlanta, GA, Moe’s Southwest Grill is a fun and engaging fast-casual restaurant franchise serving a wide variety of fresh, made-to-order Southwest fare in a welcoming environment that rocks. <i>Q&A Session: 2:20–2:40 pm – Strauss Ballroom</i>
2:20–2:40 pm Encore 2	United Franchise Group – Ray Titus, CEO Our franchised concepts specialize in personalized business services including signs, embroidery, and business brokerage. <i>Q&A Session: 2:40–3:00 pm – Schubert</i>
2:40–3:00 pm Encore 2	Batteries Plus – Russ Reynolds, CEO The nation’s largest and fastest-growing battery, light bulb and smartphone/tablet repair franchise with a nationwide network of stores. <i>Q&A Session: 3:00–3:20 pm – Vivaldi</i>
3:00–3:20 pm Encore 2	Chicken Salad Chick – Scott Deviney, CEO Chicken Salad Chick specializes in a wide variety of fresh, house-made chicken salads, soups, sandwiches and desserts. <i>Q&A Session: 3:20–3:40 pm – Strauss</i>
3:20–3:40 pm Encore 2	Walk-On’s – Brandon Landry, Founder & CEO Our Mission is to “Deliver A Memorable Gameday Experience with a taste of Louisiana created by our All-American Team.” Our facility’s wall-to-wall TVs guarantee you don’t miss a minute of your favorite team. Our kitchen produces quality food made from scratch, including hand-wrapped Voodoo Shrimp, hand-made 1/2-pound burgers and much more. <i>Q&A Session: 3:40–4:00 pm – Schubert</i>
3:40–4:00 pm Encore 2	Del Taco – Steve Brake, Executive Vice President & CFO With more than 550 locations in 15 states, Del Taco, the second leading brand in the fast-growing Mexican quick-service restaurant (QSR) category, has set itself apart by serving freshly prepared, high-quality food typically associated with fast casual restaurants at an unbeatable value with the added convenience of a drive-thru. Del Taco delivers an exceptional QSR+ experience that fills a void for consumers in the restaurant industry. <i>Q&A Session: 4:00–4:20 pm – Vivaldi</i>
4:00–4:20 pm Encore 2	Marcó’s Pizza – Bryon Stephens, President Marco’s prides itself on authentic Italian artisan pizza, made with fresh, real ingredients and dough made in the store daily. At a time when 91% of Americans eat pizza at least once a month, more people are increasingly choosing the quality pizza that is synonymous with the Marco’s name. <i>Q&A Session: 4:20–4:40 pm – Strauss</i>
4:20–4:40 pm Encore 2	MOOYAH Burgers, Fries & Shakes – Michael Morales, CFO Never-frozen beef, hand-cut fries, real ice cream shakes, and other delicious nouns preceded by quality-assuring adjectives. Here, “serious” and “fun” are one with the bun. <i>Q&A Session: 4:40–5:00 pm – Schubert</i>
4:40–5:00 pm Encore 2	Dunkin’ Brands – Jason Maceda, Vice President of Finance Dunkin’ Brands Group, Inc. is one of the world’s leading franchisors of quick service restaurants (QSR) serving hot and cold coffee and baked goods, as well as hard-serve ice cream. <i>Q&A Session: 5:00–5:20 pm – Vivaldi</i>
5:00 pm Encore 2	Meet the Lenders: ApplePie Capital, Ascentium Capital, Bank of America Merrill Lynch, BBVA Compass, BMO Harris Bank, BoeFly, Cadence Bank, CapitalSpring, Citizens Bank, The Cypress Group, DCV Franchise Group, ECN Capital, Fifth Third Bank, Harbour Capital, Live Oak Bank, Manufacturers Bank, Matthews Retail Advisors, N3 Real Estate, Paragon Small Business Capital, TD Bank, Texas Capital Bank, Wells Fargo
5:30–7:00 pm Encore 5	Networking Reception With Sponsors <i>Sponsored by ApplePie Capital</i>

TUESDAY, MARCH 14, 2017 – AGENDA AT A GLANCE	
7:00–8:00 am <i>Encore 5</i>	Networking Breakfast with Sponsors <i>Sponsored By: Monroe Moxness Berg</i>
8:00–8:30 am <i>Encore 2</i>	Out With the Old, In With the New: The Trump Administration Tax Policy and Its Impact on Small Businesses Dennis Monroe and Rick Gibson, Monroe Moxness Berg
8:30–8:50 am <i>Encore 2</i>	Old Chicago – Srinu Kumar, CEO Old Chicago is the place to discover unique specialty brews, enjoy delicious pizzas and unique entrées, while celebrating with friends. <i>Q&A Session: 8:50–9:10 am – Vivaldi</i>
8:50–9:10 am <i>Encore 2</i>	Wahlburgers – Patrick Renna, CFO Our chef-inspired menu offers delicious burgers and so much more made with only fresh ground beef, high-quality ingredients and lots of love. <i>Q&A Session: 9:10–9:30 pm – Strauss</i>
9:10–9:30 am <i>Encore 2</i>	Penn Station Subs – Craig Dunaway, President The menu features an array of mouth-watering grilled submarine sandwiches, fresh-cut fries and hand-squeezed lemonade. All sandwiches are prepared fresh in full view of the customer using delicious hearth-baked bread, USDA steak and the finest meats, cheeses and vegetables. <i>Q&A Session: 9:30–9:50 am – Schubert</i>
9:30–9:50 am <i>Encore 2</i>	Sbarro – David Karam, CEO Sbarro is the only QSR pizza restaurant that serves authentic New York pizza made from scratch with hand-shredded mozzarella cheese and sauce made from San Marzano-style tomatoes. Sbarro is the sixth largest pizza chain in the world with more than 800 restaurants in over 30 countries. <i>Q&A Session: 9:50–10:10 am – Vivaldi</i>
9:50–10:10 am <i>Encore 2</i>	Brixx Wood Fired Pizza – Neil Newcomb, President Our brick ovens enhance the natural flavors of our quality ingredients, giving our pizza that amazing, wood-fired taste. Also, by offering local and national craft beers and microbrews with a great wine selection, Brixx gives you a fresh alternative to “pizza and beer.” <i>Q&A Session: 10:10–10:30 am – Strauss</i>
10:10–10:30 am <i>Encore 2</i>	Auntie Anne’s – Heather Neary, President Auntie Anne’s started as a farmers market stand and has risen to be the world’s largest soft-pretzel franchise with more than 1,600 stores operating in 48 states and 30 countries. It’s our simple, high-quality ingredients and fresh-baked pretzels that set them apart. <i>Q&A Session: 10:30–10:50 am – Schubert</i>
10:30–10:50 am <i>Encore 2</i>	The Wendy’s Company – Angela Coppler, Director The Wendy’s Company is the world’s third largest quick-service hamburger company. The Wendy’s system includes more than 6,500 franchise and company restaurants in the U.S. and 29 other countries and U.S. territories worldwide. <i>Q&A Session: 10:50–11:10 am – Vivaldi</i>
10:50–11:10 am <i>Encore 2</i>	Sylvan Learning – John McAuliffe, CEO For over 35 years, Sylvan’s been helping millions of families get real results with their proven tutoring programs. They are also leading the way with innovative STEM programs and expansive College and Career programs. <i>Q&A Session: 11:10–11:30 am – Strauss</i>
11:10–11:30 am <i>Encore 2</i>	Elevated Brands – Glen Franson, CEO Founded in San Antonio, Texas in 2004, Massage Heights offers professional, affordable and convenient therapeutic services to the masses using a membership model. <i>Q&A Session: 11:30–11:50 am – Schubert</i>
11:30–11:50 am <i>Encore 2</i>	Buffalo Wings & Rings – Nader Masadeh, President & CEO We’re a club-level sports restaurant. With bright, inviting dining rooms, 50+ TVs, elevated fan experiences, chef-inspired recipes and of course our signature wings, Buffalo Wings & Rings is the ideal experience for socializing with friends and family over sports. <i>Q&A Session: 11:50 am–12:10 pm – Vivaldi</i>
11:50 am–12:10 pm <i>Encore 2</i>	Renue Systems – David Grossman, President A unique service concept, Renue Systems provides specialized cleaning services to the hospitality industry. As preferred vendor partner to many large hotel companies, they help them improve the appearance of their property with our deep-cleaning services. <i>Q&A Session: 12:10–12:30 pm – Strauss</i>
12:10–12:30 pm <i>Encore 2</i>	SBA Franchise Rule Change Nick Jellum, President, Anastasi Jellum Stephen Olear, Chief Franchise Counsel, U.S. Small Business Administration

TUESDAY, MARCH 14, 2017 – AGENDA AT A GLANCE	
12:30–1:45 pm <i>Chopin Ballroom</i>	<p>FRANCHISE TIMES DEALMAKERS AWARDS LUNCHEON <i>Sponsored by DLA Piper, Fifth Third Bank, The Cypress Group, SunTrust Bank</i></p> <p>The Art of the Deal Moderator: Beth Ewen, Editor-In-Chief, Franchise Times Keynote Speaker: Jimmy John Liautaud, Founder, Jimmy John’s Gourmet Sandwiches</p>
2:00–2:20 pm <i>Encore 2</i>	<p>Cinnabon – Joe Guith, President Cinnabon’s amazing treats offer our customers a sense of excitement they can’t get anywhere else. By using only the highest-quality ingredients, they deliver a handmade, fresh-baked experience that has our customers returning again and again. <i>Q&A Session: 2:20–2:40 pm – Vivaldi</i></p>
2:20–2:40 pm <i>Encore 2</i>	<p>A&W Restaurants – Paul Martino, COO In 1919, Roy Allen set up a roadside drink stand to introduce a new beverage at a parade honoring returning World War I veterans. A&W Root Beer is still made fresh in the restaurants from real cane sugar, water and a proprietary blend of herbs, bark, spices, and berries that are served in a frosty mug along side burgers, fries, chicken tenders and other All American Food favorites. <i>Q&A Session: 2:40–3:00 pm – Strauss</i></p>
2:40–3:00 pm <i>Encore 2</i>	<p>FASTSIGNS International – Catherine Monson, CEO & President FASTSIGNS International, Inc. is the largest sign and visual communications franchisor in North America, and is the worldwide franchisor of over 650 independently owned and operated FASTSIGNS centers in nine countries. <i>Q&A Session: 3:00–3:20 pm – Schubert</i></p>
3:00–3:20 pm <i>Encore 2</i>	<p>Pollo Campero – Tim Pulido, President & CEO Pollo Campero is a highly successful, quick-casual restaurant concept serving authentic Latin flavor. <i>Q&A Session: 3:20–3:40 pm – Vivaldi</i></p>
3:20–3:40 pm <i>Encore 2</i>	<p>Gatti’s Pizza – Michael Poates, President Gatti’s Pizza is a Southeastern United States pizza-buffet chain. Founder James Eure opened The Pizza Place in September 1964 in Stephenville, Texas. In 1969, he moved to Austin and opened “Mr. Gatti’s” as a tribute to his father-in-law. <i>Q&A Session: 3:40–4:00 pm – Strauss</i></p>
3:40–4:00 pm <i>Encore 2</i>	<p>Cowboy Chicken – Sean Kennedy, President & CEO Cowboy Chicken serves delicious chicken, hearty and healthy signature dishes and an authentic, welcoming experience centered on the art of cooking over a real wood-burning fire. <i>Q&A Session: 4:00–4:20 pm – Schubert</i></p>
4:00–4:20 pm <i>Encore 2</i>	<p>Great Harvest Bread Company – Eric Keshin, President Great Harvest is about customer experience and the promise of phenomenal tasting food made with freshly-milled whole grains and pure and simple ingredients. <i>Q&A Session: 4:20–4:40 pm – Vivaldi</i></p>
4:20–4:40 pm <i>Encore 2</i>	<p>Fazoli’s – Carl Howard, CEO Fazoli’s is the largest fast-casual Italian restaurant that has earned an array of awards and recognition for quality and excellence. They have taken the best of the nation’s most loved food and created a menu where innovation meets authenticity. <i>Q&A Session: 4:40–5:00 pm – Strauss</i></p>
4:40–5:00 pm <i>Encore 2</i>	<p>Long John Silver’s – James O’Reilly, President & CEO An iconic American brand, Long John Silver’s was founded in Lexington, KY in 1969. Since then it has grown into the largest global seafood restaurant company. <i>Q&A Session: 5:00–5:20pm – Schubert</i></p>
5:00–5:20 pm <i>Encore 2</i>	<p>Freddy’s Frozen Custard & Steakburgers – Andrew Thengvall, Senior VP Freddy’s Frozen Custard & Steakburgers is a fast-casual restaurant concept with more than 240 restaurants across 30 states. Famous for its cooked-to-order menu of lean ground beef steakburgers and Vienna Beef hot dogs, as well as its chocolate or vanilla frozen custard that is churned fresh throughout the day in each restaurant, Freddy’s combines genuine hospitality and a family-friendly atmosphere to create a timeless dining experience for guests of all ages. <i>Q&A Session: 5:20–5:40 am – Vivaldi</i></p>
5:30–7:00 pm <i>Encore 5</i>	<p>Networking Receptions With Sponsors <i>Sponsored by Gallagher Franchise Solutions</i></p>

Presentation/ Mtg Room	WEDNESDAY, MARCH 15, 2017 – AGENDA AT A GLANCE
7:00–8:00 am Encore 5	Networking Breakfast with Sponsors: <i>Sponsored By: CapitalSpring, Franchise America Finance, DCV Franchise Group</i>
	MEET THE UP & COMERS: FRANCHISES TO WATCH IN 2017
8:00–8:20 am Encore 2	Huey Magoo’s – Andy Howard, CEO Huey Magoo’s mission is a simple one: to serve you and your family great-tasting chicken tenders in a clean, friendly environment, while showing our love for people. <i>Q&A Session: 8:20–8:40 am – Vivaldi</i>
8:20–8:40 am Encore 2	Growler USA – Dan White, CEO Growler USA has a diverse range of more than 100 quality, local and regional beers and hand-crafted beverages on tap. Using only the best-in-class industry beer systems, they offer delicious craft beverages that are a blend of quality and taste along with a chef-inspired “American Fare” menu. <i>Q&A Session: 8:40–9:00 am – Strauss</i>
8:40–9:00 am Encore 2	Athletic Republic – Charlie Graves, CEO Athletic Republic is not a place to simply work out. It’s where you will become a better athlete. Our 120+ training centers prove that Athletic Republic is the premier destination for intense, individualized, sport-specific training. <i>Q&A Session: 9:00–9:20 am – Schubert</i>
9:00–9:20 am Encore 2	la Madeleine’s French Bakery & Café – John Cahill, CEO When Patrick Leon Esquerré came to America, he brought the tastes of the French countryside with him. Now, with more than 80 locations and growing, Patrick’s dream of bringing the tastes of the French countryside to America continues. <i>Q&A Session: 9:20–9:40 – Vivaldi</i>
9:20–9:40 am Encore 2	American Family Care - Randy Johansen, President American Family Care has become the nation’s leading provider of urgent care, accessible primary care, and occupational medicine <i>Q&A Session: 9:40–10:00 – Strauss</i>
9:40–10:00 am Encore 2	Sharkey’s Cuts for Kids – Scott Sharkey, CEO Sharkey’s provides it all: a superior haircut with warm, experienced stylists in a meticulously clean place filled with fun. Children sit in fun toy-car vehicles while watching their favorite cartoons, or play Xbox or Playstation on our 40” screens. <i>Q&A Session: 10:00–10:20 am Schubert</i>
10:00–10:20 am Encore 2	Fuzzy’s Taco Shop – Mel Knight, President After revamping the original store and crafting the perfect combination of tacos, drinks and success, Fuzzy’s set out to share it with everyone. Laced with feta and Fuzzy’s sauce, the baja-style tacos quickly led to unstoppable addictions and cult-like fans. <i>Q&A Session: 10:20–10:40 am – Vivaldi</i>
10:20–10:40 am Encore 2	CoreLife Eatery – Scott Davis, COO & Larry Wilson, CEO CoreLife Eatery was created to bring clean, healthy and great-tasting foods to everyone every day. All of our ingredients are free of GMO’s, trans fats, artificial colors, sweeteners and other artificial additives. <i>Q&A Session: 10:40–11:00 am – Strauss</i>
10:40–11:00 am Encore 2	Sub-Zero Ice Cream – Jerry Hancock, CEO Jerry used his chemistry background to develop a method of freezing ice cream using nothing more than liquid nitrogen. His technique was such a success, that in 2004 he opened Sub Zero Ice Cream in Orem, Utah. Since then, Sub Zero Ice Cream and Yogurt has changed from a small, local business into a regional sensation. <i>Q&A Session: 11:00–11:20 am – Schubert</i>
11:00–11:20 am Encore 2	School of Rock – Dzana Homan, CEO The best way to learn music is to play music. School of Rock takes students from the lesson room to the stage, developing both their confidence and musicianship with programs designed for all skill levels. <i>Q&A Session: 11:20–11:40 am – Vivaldi</i>
11:20–11:40 am Encore 2	Home Franchise Concepts – Shirin Behzadi, CEO Home Franchise Concepts is parent company and franchisor of the leading retail brands Budget Blinds, Tailored Living and Concrete Craft. As a franchising expert, HFC is dedicated to helping would-be entrepreneurs leverage the growing home products and services space through a scalable, on-trend business with one of the lowest initial investment and operating capital requirements in the industry. <i>Q&A Session: 11:40 am–12:00 pm– Strauss</i>
11:40 am–12:00 pm Encore 2	Sky Zone – Jeff Platt, CEO First on the scene and best in its class, Sky Zone created the world’s first wall-to-wall trampoline park in 2002, bringing healthy, high-flying fun to people everywhere. <i>Q&A Session: 12:00–12:20 pm– Encore 2</i>