

BUSINESS & FINANCE

Franchise Owners Parse Many Rules As They Reopen

By Matthew Rasmus

Big restaurant companies with eateries in a number of states are struggling to navigate a thicket of rules as they seek to reopen dining rooms closed by the coronavirus pandemic.

Daniel Fitzpatrick runs one of the country's largest restaurant franchise empires, with 227 Burger King and Oldemark's outlets across seven states. Over the past three months, Mr. Fitzpatrick said, he has spent hundreds of hours and lengthy Saturday morning calls with his staff to get restaurants

South Bend, Ind.-based Quality Dining Inc. The company had 5,000 employees before the pandemic.

Big franchisees have been engines of growth for many of the largest U.S. restaurant brands, but the rules for reopening are testing their businesses. While they have bigger operations and financial reserves than independent restaurants, the money spent to make stores ready to reopen comes out of their pockets. Figuring out what, exactly, is allowable—and when—has been a headache, they say.

The social distancing rules



The oldest operating McDonald's, in California. The company issued a 19-page guide to reopen restaurants.

rise in cases as they have relaxed social distancing rules, and some officials worry that restarting local economies too fast could prompt another wave of infections.

them closed. Companies are spending to protect workers and customers as demand remains below pre-pandemic levels, pressuring some to cut services or raise prices.

costs to continue throughout the year. Restaurants are going through hundreds of dollars worth of masks a week and are hiring new staff to focus on cleaning and sanitizing.

Wall Street Journal Franchise

**Urban B Ozanne, Shelby Hunt, Urban
Ozanne**



Wall Street Journal Franchise:

Franchising Patrick J. Kaufmann, Rajiv P. Dant, 1995 This book presents a range of chapters dealing with current issues of interest to franchising researchers and practitioners From authors who have been especially active in the area of franchising research the chapters represent contributions from the Society of Franchising the only international special interest research group totally devoted to franchise research The chapters reflect a balance of structural and behavioral issues relevant to franchising They span the spectrum from technical methodological subjects to highly applied practitioner oriented chapters giving a sense of breadth to the subject matter Franchising researchers and practitioners and marketing academicians can begin to incorporate this volume's information on problem of quality data on franchising related matters territorial encroachment and the potential for cannibalization and conflict master franchising and system growth multi unit franchising and system performance advertising fees issues linkages between franchisor franchisee relationship quality and service quality franchising as a unique form of organizational governance setting measurement of franchise relationship quality and exchange norms franchisees role expectations as entrepreneurs and managers competition issues concerning franchisees company units and independent businesses All involved in the franchising industry would do well to peruse this timely collection which explores all facets of the current state of franchising growth and distribution **Franchising in the U.S.**

Economy United States. Congress. House. Committee on Small Business, 1991 *Franchising Opportunities*, 1990

Franchising in the U.S. Economy Dean M. Sagar, 1990 *Big Money in Franchising* Alicia Miller, 2024-03-12 A ground breaking and definitive roadmap to finding success through the dynamic partnership of private equity and franchising Justin Nihiser Operating Partner Garnett Station Partners Private equity PE is profoundly transforming the business of franchising as companies increasingly perceive PE transactions as an attractive alternative to going public and as investors realize the strength and resilience of the franchise model In recent years franchisors and multi unit franchisees encompassing more than 700 brands have partnered with private capital including Subway which announced in 2023 that after decades of independence it would be acquired by Roark Capital Group for more than 9 billion It's estimated that private capital is currently sitting on at least 1 trillion of dry powder committed funds that haven't yet been deployed Franchising will continue to attract investment out of this substantial and still growing pool In *Big Money in Franchising* franchise thought leader board advisor franchise investor and PE consultant Alicia Miller demonstrates how founders and franchisees alike can effectively leverage private capital to take their businesses to the next level of performance Miller walks through PE growth playbooks in depth drawing on recent case studies highlighting best practices and sharing valuable insights into PE's investing mindset key players selection criteria and trading dynamics The book also tracks the top challenges private capital has experienced in franchise investing providing guidelines for vetting potential partners and conducting due diligence to avoid negative outcomes value destruction and stall outs Featuring interviews with franchise entrepreneurs brand founders

deal advisors and PE executives Big Money in Franchising empowers readers with the information needed to build enterprise value and climb the private equity profit ladder **The Impact of Franchising on Small Business** United States.

Congress. Senate. Select Committee on Small Business. Subcommittee on Urban and Rural Economic Development,1970

Franchising in the U.S. Economy ,1990

Franchising and Rural Economic Development Thomas C. Dandridge,1993

American League Franchises

Frank P. Jozsa Jr.,2015-12-09 This brief analyzes each of the Major League Baseball MLB

franchises in the American League their past regular season and postseason records and financial performances while operating as competitive popular and profitable or unprofitable enterprises Using sport specific information and relevant demographic economic and financial data this brief will highlight when and how well these MLB teams performed and the financial status and significance of their organization as a member of an elite professional baseball league The brief also investigates the success of teams in terms of wins and losses based on home attendance at their ballparks market value and revenue Furthermore it compares the history productivity and prosperity of the franchises among rivals in their division like the Boston Red Sox and New York Yankees in the American League East Division Chicago White Sox and Detroit Tigers in the Central Division and Oakland Athletics and Los Angeles Angels of Anaheim in the West Division This brief will be of interest to practitioners and scholars who research the sports industry college and university professors who teach undergraduate and graduate students majoring in sports administration business economics and management and fans of the sport *The Economic Effects of Franchising* Urban B Ozanne,Shelby Hunt,Urban Ozanne,2011-04-30 The Economic Effects of Franchising is based on a report generated for United States Senate Small Business Committee in 1970 entitled Impact of Franchising on Small Business This original report resulted in lengthy hearings of franchising issues and opportunities focusing on the fast food industry Ozanne and Hunt continued researching the focus of this work and completed their studies in 1971 to produce The Economic Effects of Franchising for Congress and the public This work discusses step by step from researching the franchise and its characteristics to signing a franchise agreement and training its employees and the revenue generated to owning a franchise URBAN B OZANNE is Professor Emeritus at Florida State University in Tallahassee Florida Professor Ozanne wrote The Economic Effects of Franchising with Shelby D Hunt in 1971 In 1968 Ozanne wrote the article entitled Adoption Research Information Sources in the Industrial Purchasing Situation with Gilbert A Churchill which was published in Marketing and the New Science of Planning by the American Marketing Association SHELBY D HUNT is the Jerry S Rawls and P W Horn Professor of Marketing at Texas Tech University Lubbock Texas He has written numerous articles on competitive theory macromarketing ethics channels of distribution philosophy of science and marketing theory For his contributions to theory and science in marketing he received the 1986 Paul D Converse Award from the American Marketing Association the 1987 Outstanding Marketing Educator Award from the Academy of Marketing Science the 1992 American Marketing Association Richard D Irwin Distinguished Marketing Educator Award and the 2002 Society for

Marketing Advances Elsevier Science Distinguished Scholar Award Franchising in Hard Times United States. Congress. House. Committee on Small Business,1991 **The Wall Street Journal** ,2009 **Hearings, Reports and Prints of the Senate Select Committee on Small Business** United States. Congress. Senate. Select Committee on Small Business,1969

The Sports Franchise Game Kenneth L. Shropshire,2013-03-25 Power prestige and millions of dollars these are the stakes in the sports franchise game In this book sports attorney Kenneth Shropshire describes the franchise warfare that pits city against city in the fierce bidding competition to capture major league teams Rigorous research fascinating interviews with major players stories behind the headlines and an insider s perspective converge in this rare view of the business side of professional sports Shropshire portrays a complex web of motivations negotiations and public relations and discusses examples from Philadelphia the Bay Area and Washington D C **Franchising Practices Reform Act** United States. Congress. House. Committee on Interstate and Foreign Commerce. Subcommittee on Consumer Protection and Finance,1976

International Licensing Agreements Michala Meiselles,Hugo Wharton,2018-10-02 Like any contract an international licensing agreement spells out the rights and obligations of the contracting parties manages potential risks and supplies a contingency plan for each party in the event the contractual relationship breaks down However international licensing of intellectual property software or technology confronts the contracting parties with its own distinct challenges When planning drafting and negotiating such agreements it is imperative to know exactly what core issues need to be addressed This book provides this know how in an easy to use clear and concise fashion This expert guide to the complex world of international licensing agreements brings together all the essential materials needed when dealing with such agreements and covers the following business models that may be used by the contracting parties standard provisions encountered in an array of international licensing agreements analysis of the key clauses in various international licensing agreements inter alia trademark software franchise and technology licences with provisions as affected by jurisdiction effect of competition law in a variety of jurisdictions ensuring trademark protection at both national and international levels clear explanation of key franchising terminology and disclosure rules and effect of international dispute resolution rules in a range of jurisdictions Alongside detailed contract analysis the book details numerous case studies from an array of industries with detailed commentary Practitioners operating within or representing medium to large firms who normally have to prepare or provide advice on international licence arrangements will quickly find this reference material indispensable The book s thorough analysis of this complex area will also be welcomed by professionals working for universities industry interest groups government departments and international organisations **Contemporary Business** Louis E. Boone,David L. Kurtz,Daniel Pfaltzgraf,2024-09-18 Student friendly engaging and accessible Contemporary Business 20e equips students with the skills to assess and solve today s global business challenges and succeed in a fast paced environment Designed to drive interest in business our newest edition offers a comprehensive approach to the material including a variety of resources to support

today's students Its modern approach wealth of videos relevant and up to date content and career readiness resources keep your course current and engaging The Economics of Franchising Roger D. Blair, Francine Lafontaine, 2005-04-11 This 2005 book describes in much detail both how and why franchising works It also analyses the economic tensions that contribute to conflict in the franchisor franchisee relationship The treatment includes a great deal of empirical evidence on franchising its importance in various segments of the economy the terms of franchise contracts and what we know about how all these have evolved over time especially in the US market A good many myths are dispelled in the process The economic analysis of the franchisor franchisee relationship begins with the observation that for franchisors franchising is a contractual alternative to vertical integration Subsequently the tensions that arise between a franchisor and its franchisees who in fact are owners of independent businesses are examined in turn In particular the authors discuss issues related to product quality control tying arrangements pricing location and territories advertising and termination and renewals FTC Franchising Regulation United States. Congress. House. Committee on Energy and Commerce. Subcommittee on Transportation and Hazardous Materials, 1995 Distributed to some depository libraries in microfiche *Franchise Desk Book: Selected State Laws, Commentary and Annotations, Second Edition* W. Michael Garner,

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