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Franchises: What's Hot Now

The top four franchises in eight key categories.

Success Staff

One of the most challenging steps toward owning your own franchise is narrowing down the staggering array of choices. To give you a running start, we asked the International Franchise Association to give us their list of top-performing franchises in eight key categories.

These eight industry categories were selected because they are the hottest segments of franchising right now, with new industries often overtaking older, more traditional ones. The individual franchises were chosen based on proven success and steady growth, and are all members of the International Franchise Association.



In-home, non-medical healthcare

According to the Census Bureau, 13 percent of the population will be over the age of 65 by 2010. That figure jumps to nearly 20 percent in 2030. Companies like Synergy HomeCare, Interim Healthcare, ComForcare Senior Services and Home Instead Senior Care are thriving.

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Synergy HomeCare // www.synergyhomecare.com Gilbert, Ariz.

Synergy HomeCare provides non-medical, personal assistance and caring to people in their homes.

Franchise Fee: \$35,000

Royalties: 7 %

Years in business: 4

Locations available: Florida; nationwide

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Interim Healthcare, Inc. // www.interimhealthcare.com Sunrise, Fla.

Interim HealthCare is the nation's oldest proprietary national organization providing health care personnel at all skill levels in all settings.

Franchise Fee: \$5,000-\$30,000

Royalties: 5%

Years in business: 41

Locations available: Nationwide

ComForcare Senior Services // www.comforcare.com Bloomfield Hills, Mich.

ComForcare Senior Services is a premier provider of private duty non-medical home care.

Franchise Fee: \$19,500

Royalties: 3%-5% of gross sales

Years in business: 11

Locations available: Nationwide

Home Instead Senior Care // www.homeinstead.com Omaha, Neb.

Home Instead Senior Care is the world's largest and most trusted provider of comprehensive companionship and home care services for seniors.

Franchise Fee: \$21,500

Royalties: 5%
Years in business: 13
Locations available: Nationwide and internationally



Child-centric franchises

There are 41 million U.S. children between the ages of 6 and 14 representing a vast market for franchisors catering to kids. And after years spent >

Math Monkey // www.mathmonkey.com Miami, Fl.

Math Monkey teaches kids to do calculations quickly, with great accuracy, and without the use of pencil, paper or calculators.

Franchise Fee: \$27,500

Royalties: 6%

Years in business: 2

Locations available: Nationwide and internationally

Computer Explorers // www.computertots.com Cypress, Tex.

Computer Explorers provides software, curriculum, technology certified teachers and staff, as well as continuous and up-to-date training and real-life, hands-on education.

Franchise Fee: \$35,000

Royalties: 8%

Years in business: 25

Locations available: Nationwide (except North and South Dakota)

JumpBunch // www.jumpbunch.com Annapolis, MD

JumpBunch is a highly effective business model that brings sports to young children in a fun, engaging way.

Franchise Fee: \$40,000

Royalties: 8%

Years in business: 10 (franchising for 5)

Locations available: Major cities such as Miami, New York, Chicago, Philadelphia, Los Angeles, Minneapolis, San Francisco, and Dallas

**Future Stars Sports Photography/Pegasus School Images // www.future-stars-sp.com
Stoneycreek, Ontario, Canada**

Future Stars provides youth sports organizations with high quality innovative photographic products and unparalleled service.

Franchise Fee: \$12,500-\$35,000

Royalties: none

Years in business: 20 years

Locations available: Nebraska, Arizona, and Ohio are where franchises are currently running, but they are open to all states



New Food Concepts

Fast food is a far cry from the days of having to choose between McDonald's, Wendy's and Burger King. Today, a host of more upscale fast food concepts have joined the fray, and they're grabbing market share fast. Companies in this category include upscale sandwich chain New York NY Fresh Deli, gourmet hamburger chain The Counter and an increasing number of ethnic offerings like Dino's Gyros Restaurants, and Teriyaki Experience.

**New York NY Fresh Deli // www.nynyfreshdeli.com
Mesa, Ariz.**

Fresh Deli's goal is to offer the best New York Style Hot subs in its restaurants that money can buy.

Franchise Fee: \$17,500 (additional franchises are available at a reduced rate of \$15,000)

Royalties: 6% (weekly)

Years in business: 6

Locations available: Nationwide

The Counter // www.thecounterburger.com

Los Angeles, Calif.

Ushering in a fresh era of industrial decor, today's music, cold beer, unique wines, cocktails, and burger options are limited only by your imagination.

Franchise Fee: \$40,000

Royalties: 6%

Years in business: 4

Locations available: Nationwide

Dino's Gyros Restaurants // www.dinosgyros.com

Falcon Heights, Minn.

Begun at an outdoor festival in Minneapolis 30 years ago, today Dino's aims to deliver the best-tasting sandwich around.

Franchise Fee: \$25,000

Royalties: 4% royalties, and 1/2% royalties on advertising

Years in business: 31 years

Locations available: Minneapolis, Minn. and the surrounding areas

Teriyaki Experience // www.teriyakiexperience.com

Ontario, Canada

Made in Japan, Teriyaki Experience is a Japanese fast food franchise operating in food courts and busy plazas.

Franchise Fee: \$25,000

Royalties: 6%

Years in business: 21 years

Locations available: Georgia, Florida, Western New York, and California



Business-to-Business

Staffing and human resource services are on the rise. According to the Bureau of Labor Statistics, staffing services will be one of the fastest-growing industries over the next five to ten years. Businesses that provide these services, like Express Personnel, are in high demand, especially as the pool of talented workers shrinks. Other hot B-2-B business services franchises that allow small businesses to outsource their needs for everything from signage to IT services include Signs By Tomorrow, PostNet, Alphagraphics and Valpak.

Express Personnel // www.expresspersonnel.com **Oklahoma City, OK**

Express Personnel's mission is to help people find jobs and help our client companies find good employees.

Franchise Fee: \$27,000

Royalties: 8-9%

Years in business: 24

Locations available: Nationwide

Signs By Tomorrow // www.signsbytomorrow.com **Columbia, Md.**

Signs By Tomorrow's commitment to innovation ensures that each store is equipped with the industry's state-of-the-art sign-making technology.

Franchise Fee: \$34,500

Royalties: 6% royalty on in-store production, a 3% royalty on subcontracted work, and a 1% development fund fee

Years in business: 21

Locations available: Nationwide

PostNet // www.postnet.com **Denver, Colo.**

PostNet is a leading office supplies and services franchise catering to the needs of the consumer and small-business owner.

Franchise Fee: \$29,900 franchise fee

Royalties: 5% royalties, with 2% for national advertising

Years in business: 14

Locations available: Nationwide

Alphagraphics // www.alphagraphics.com

Salt Lake City, Utah

At AlphaGraphics, we do more than just design, copy and print--we help our customers communicate.

Franchise Fee: \$25,9000

Royalties: 1.5%-8%

Years in business: 37

Locations available: Nationally and internationally

Valpak // www.valpak.com

Largo, Fla.

With its money-saving coupons you can print for free, Valpak.com is the largest local savings site on the Web.

Franchise Fee: \$15,000, plus territory fee

Royalties: none

Years in business: 38

Locations available: Syracuse, NY, Akron/Canton, OH, Youngstown/Warren, OH, and more (minimum market size is 50,000 prime households)



Home Improvement

The slow down of the real estate market means business is booming for home improvement companies, as homeowners focus inward. Franchises in this category include Floor Coverings International, Outdoor Lighting Perspectives, Spring-Green Lawn Care, and PremierGarage.

Floor Coverings International // www.floorcoveringsinternational.com
Smyrna, Ga.

Floor Coverings International provides consultation and installation for beautiful floor coverings.

Franchising Fee: \$40,000

Royalties: 5%

Years in business: 17

Locations available: Nationwide

Outdoor Lighting Perspectives // www.outdoorlights.com
Matthews, N.C.

Outdoor Lighting Perspectives expands living space and the beauty of clients' homes through landscape and architectural lighting.

Franchise Fee: \$29,000-\$89,000, depending on size

Royalties: 7%

Years in business: 12

Locations available: Central NJ

Spring-Green Lawn Care // www.spring-green.com
Naperville, Ill.

Spring-Green provides lawn care the way you would do it, if only you had time.

Franchise Fee: \$30,000

Royalties: 6-9%

Years in business: 30

Locations available: Indianapolis, Atlanta, North and South Carolina

PremierGarage // www.premiergarage.com
Phoenix, Ariz.

PremierGarage utilizes state-of-the-art technology and high-quality materials to turn garages into beautiful, finished spaces.

Franchise Fee: \$35-00-\$75,000

Royalties: None (but there is an annual fee)

Years in business: 8

Locations available: California cities, and Cleveland, Philadelphia, Boston and Fort Worth



Eco-friendly franchises

Going green means more than recycling your soda cans. For many, it's a lifestyle that they want to continue in the business they own. Franchises helping the environment include Martinizing Dry Cleaning, an eco-friendly dry cleaner, Rapid Refill Ink, an ink cartridge remanufacturer, and PROSHRED, which shreds and recycles confidential information.

Martinizing Dry Cleaning // www.martinizing.com **Loveland, Ohio**

Martinizing is one of the oldest and most recognized brands in the dry cleaning industry.

Franchise Fee: \$293,500

Royalties: 4.5% of sales

Years in business: 64

Locations available: Nationwide

Rapid Refill Ink // www.rapidrefillink.com **Chanhassen, Minn.**

Rapid Refill Ink provides low-cost, environmentally-friendly printer cartridge refills.

Franchise Fee: \$81,000-\$199,000

Royalties: 6%

Years in business: 5

Locations available: Nationwide

PROSHRED // www.proshred.com

Toronto, Ontario, Canada

PROSHRED is a service-driven security company solely dedicated to on-site shredding.

Franchise Fee: \$293,500 - \$489,500

Royalties: 6.5%

Years in business: 21

Locations available: Florida, New Jersey, California



Home-Meal Preparation and/or anything that speeds up dinner

Companies that help busy working parents prepare a week or more of food in a couple of hours are booming, thanks to ever more demanding schedules. These companies include Sociale Make & Take Gourmet, My Girlfriend's Kitchen and Super Suppers. Similarly, take-and-bake pizza companies, like Figaro's Pizza, remain hot because they save consumers precious prep time.

Sociale Make & Take Gourmet // www.socialegourmet.com Minneapolis, Minn.

Sociale Make & Take Gourmet is the nation's premier meal preparation service, providing convenient everyday gourmet dinner solutions.

Franchise Fee: \$30,000-\$190,000

Royalties: 7%

Years in business: 4

Locations available: Midwest, East coast

My Girlfriend's Kitchen // www.mygirlfriendskitchen.com Salt Lake City, Utah

My Girlfriend's Kitchen takes care of all the shopping, planning, preparation, and cleaning, so you can just stop in, cook an exciting meal, and take it to go with no stress.

Franchise Fee: \$35,000

Royalties: 2%

Years in business: 4

Locations available: Continental US

**Super Suppers // www.supersuppers.com
Fort Worth, Tex.**

Super Suppers handles the shopping, chopping, and mopping of making dinner, letting you just relax and cook--or order a meal and carry it home.

Franchise Fee: \$55,000

Royalties: 4%

Years in business: 4

Locations available: Nationwide

**Figaro's Pizza // www.figaros.com
Salem, Oreg.**

Figaro's Pizza features "flavors that sing!" and was a pioneer of the Take & Bake pizza business, with a recently refreshed brand.

Franchise Fee: \$101,000-\$374,450

Royalties: 5%

Years in business: 25

Locations available: Nationwide



Service Businesses

These are not the most glamorous businesses, but the potential profits are huge. Companies in this segment include Pirtek, an on-site hydraulic hose company that repairs hoses at O'Hare airport, for example; FiltaFry, a company that allows commercial kitchens to outsource their deep-fryer cleaning and maintenance; Sparkling Image, which specializes in commercial bathroom cleaning; and Relay Express, a courier service delivery business.

**Pirtek // www.pirtekusa.com
Rockledge, Fla.**

Pirtek is the only on-site hydraulic hose service provider in the country.

Franchise Fee: \$48,000
Royalties: 4% (and 1.5% marketing fee)
Years in business: 9 (within US; 25 in Australia)
Locations available: Nationwide, markets of a half-million or more people

FiltaFry // www.filtafry.com
Orlando, Fla.

FiltaFry provides a mobile onsite service for the microfiltration of cooking oil, vacuum-based cleaning of deep fryers, and full fryer management.

Franchise Fee: \$62,700
Royalties: \$450/month (no percentage)
Years in business: 4
Locations available: Nationwide

Sparkling Image // www.sparkling-image.com
Cincinnati, Oh

Sparkling Image specializes in corporate restroom deep cleaning.

Franchise Fee: \$19,500-\$39,500
Royalties: 7%
Years in business: 5
Locations available: Nationwide

Relay Express // www.relayexpress.com
Fairfield, Ohio

Relay Express is a courier service that promises on-time delivery of packages.

Franchise Fee: \$30,000 (\$87,00-\$185,000 total)
Royalties: 5%
Years in business: 21
Locations available: Midwest

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