

RR Industry Data Report Summaries

Franchise Finance Overview

The Annual Franchise Finance Outlook Survey provides insight from leading industry players and their expectations for origination volumes, lending capacity, interest rates, underwriting criteria and loan terms. In addition, an update to the annual restaurant valuation survey is now included.

Remodeling

This report details remodeling costs, accompanying sales bumps as well as overviews of individual remodeling programs.

New Unit Development & Closure Rates

The new unit development & closure rate report provides a 5 year history of gross and net unit development as well as closures by segment. In addition, 2007 unit counts, closures, openings and 2008 projected openings by concept are included.

New Build Costs

The new build cost report includes a detailed breakdown of new construction investment costs including building & site work, equipment & signs, small wares & inventory and soft costs.

Valuation Trends

This survey based report outlines EBITDA multiple estimates on 30 chains based on data provided by 7 leading appraisal firms.

Franchise Unit Economics

Provides hard to get data on franchisee unit economics and is based on information provided by lenders, FDD exhibits and adjusted company figures. Data points include average annual sales by concept and COGS, Labor and EBITDAR margins (before corporate G&A expense).

Unit Level Operations Metrics

The Annual Operating Efficiency Survey provides key benchmarking data on labor productivity, total labor requirements by concept, building efficiency and annual turnover.

Menu Size & Composition

This report looks at menu size and composition of the largest national chains as well as segment comparisons.

Promotional Tracker

This monthly report tracks the national product promotions for the 22 standard concepts under coverage as well as an annual composition summary (value, premium and healthy).

Same Store Sales

This quarterly report provides same store sales results as well as weighted average segment results and a 5-year annual history.