



Unit Labor Structure (Assumes Concept Average AUV)

Chain	System AUV	2014 Labor Margin	# Hourly/Crew Employees per Store	Total Employees Needed During Peak Shift
Applebee's				
Buffalo Wild Wings				
Outback				
Red Robin				
Ruby Tuesday				
T.G.I. Friday's				
Texas Roadhouse				
Casual				
Panera Bread				
Chipotle				
Corner Bakery Café				
Qdoba				
Fast Casual				
Bob Evans				
Cracker Barrel				
Denny's				
Golden Corral				
Perkins				
IHOP				
Family				
Church's				
Bojangles'				
KFC				
Popeyes				
Chicken				
Dunkin Donuts				
Krispy Kreme				
Starbucks				
Coffee/Bakery				
Firehouse Subs				
Jersey Mike's				
Jimmy John's				
Quizno's				
Subway				
Sub-Sandwich				
Arby's				
Burger King				
Carl's Jr.				
Dairy Queen				
Five Guys				
Hardee's				
Jack in the Box				
McDonald's				
Sonic Drive-In				
Taco Bell				
Wendy's				
Zaxby's				
Sandwich				
Domino's				
Little Caesar's				
Papa John's				
Pizza Hut				
Pizza				

Labor data based on franchisee surveys and public reports and may vary from store to store depending on sales volume, operating hours, geographic location and management preferences.



Quality Control & Oversight Summary by Chain

Concept	Corporate Oversight				Customer Feedback				
	Restaurant Inspections	Food Safety	# Franchise Stores/ Consultant	# Company Stores/ Area Director	Customer Feedback Program	Toll Free Number	Website	Estimated Responses/ Month/ Store	Mystery Shops
Applebee's									
Buffalo Wild Wings									
Cheesecake Factory									
Chili's Grill & Bar									
LongHorn									
Olive Garden									
Outback									
Red Lobster									
Red Robin									
Ruby Tuesday									
T.G.I. Friday's									
Texas Roadhouse									
Casual									
Panera Bread									
Corner Bakery Café									
Qdoba									
Fast Casual									
Bob Evans									
Cracker Barrel									
Denny's									
Golden Corral									
IHOP									
Perkins									
Family									
Bojangles'									
Church's									
KFC									
Popeyes									
Chicken									
Dunkin Donuts									
Krispy Kreme									
Starbucks									
Tim Horton's									
Coffee/Bakery									
Firehouse Subs									
Jersey Mike's									
Jimmy John's									
Quizno's									
Subway									
Sub-Sandwich									
Arby's									
Burger King									
Carl's Jr.									
Chick-fil-A									
Dairy Queen									
Five Guys									
Hardee's									
Jack in the Box									
McDonald's									
Sonic Drive-In									
Taco Bell									
Wendy's									
Whataburger									
Zaxby's									
Sandwich									
Domino's									
Little Caesar's									
Papa John's									
Pizza Hut									
Pizza									

SAMPLE REPORT

Technology, Equipment & Service Initiatives

Chain	Technology, Equipment & Service Initiatives	Current POS System & Software	POS/Kitchen Display Cost per Store
Casual			
Applebee's			
Buffalo Wild Wings			
Cheesecake Factory			
Chili's Grill & Bar			
Olive Garden			
Outback			
Red Robin			
Ruby Tuesday			
T.G.I. Friday's			
Texas Roadhouse			
Fast Casual			
Panera Bread			
Chipotle			
Corner Bakery Café			
Qdoba			
Family			
Bob Evans			
Cracker Barrel			
Denny's			
Perkins			
Golden Corral			
IHOP			
Chicken			
Bojangles'			
Church's			
KFC			
Popeyes			
Coffee/Bakery			
Dunkin Donuts			
Krispy Kreme			
Tim Horton's			
Starbucks			
Sub-Sandwich			
Firehouse Subs			
Jersey Mike's			
Jimmy John's			
Quizno's			
Subway			
Sandwich			
Arby's			
Burger King			
Carl's Jr.			
Five Guys			
Hardee's			
Jack in the Box			
McDonald's			
Sonic Drive-In			
Taco Bell			
Wendy's			
Zaxby's			
Pizza			
Domino's			
Little Caesar's			
Papa John's			
Pizza Hut			

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Concept Benchmarking Reports

Applebee's	Arby's	Burger King	Carl's Jr.
Chili's Grill & Bar	Church's	Denny's	Domino's
Hardee's	IHOP	Jack in the Box	KFC
McDonald's	Panera Bread	Papa John's	Pizza Hut
Popeyes	Sonic Drive-In	Subway	Taco Bell
TGI Friday's	Wendy's	Quarterly Concept Updates*	

Industry Benchmarking (49 Chains)

Store Level	Systemwide	Finance
New Unit Investment Report	Quarterly Same Store Sales Database*	Unit Level Valuations Report
Remodeling Report	Annual RR Databook*	Franchise Finance Report
Unit Economics Report	Unit & Sales Growth Analysis Report	
Operations Matrix Report	Menu & Promotions Report	
Marketing Spend Report	Annual State Unit Databook*	
	Commodities Database*	

* Only available as part of subscription.

FDD/UFOC library for 37 Chains

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