PROPELLING
THE FRANCHISE COMMUNITY FORWARD
DEAR COLLEAGUES,

IFA made a great deal of headway in defending the franchise business model from joint employer, overtime and other legislative threats during 2016. While there is no certainty following the results of the November 2016 U.S. elections, a new face in the White House who appears to understand the economic benefits of a pro-growth environment brings some optimism to the franchising community in 2017.

One of the major accomplishments of 2016 was the launch of the @OurFranchise campaign over the summer. The campaign, and associated tour, seeks to combat the fundamental lack of understanding that exists about the franchise business model. The tour visited multiple locations during 2016, including Chicago, Denver, Richmond, Virginia Beach, New Orleans, Austin, Dallas and Atlanta. IFA leadership and members will continue to visit cities and towns throughout 2017, including a first stop at #IFA2017 in Las Vegas.

The @OurFranchise website is a resource to educate companies about how to train employees on what the franchise business model is all about. It also offers a wide range of resources to tell your story to the media, better explain the franchise business model and quantify the impact of franchising on your local area, state-wide and across the U.S.

The @OurFranchise campaign is one of many important IFA programs that moved forward in 2016. We look forward to another challenging and productive year in 2017. Working with our extremely talented staff, engaged volunteer Board of Directors, and most importantly, our members, we will continue our efforts to protect franchising as the robust and vibrant community that exists today.

Aziz Hashim
2016 IFA Chair
Managing Partner
NRD Capital

Robert Cresanti, CFE
President & CEO
International Franchise Association
IFA MEMBERSHIP BY THE NUMBERS

1,349
FRANCHISOR MEMBERS

13,767
FRANCHISEE MEMBERS

681
SUPPLIER MEMBERS
In summer 2016, IFA launched the @OurFranchise campaign and tour, which tells the positive stories of franchise operators across the country who have used the successful business model as a catalyst for success. The @OurFranchise website provides tools and resources to franchising leaders to educate the public, policymakers, and employees about the franchise business model. Since the campaign’s official introduction at the 2016 Franchise Action Network Annual Meeting, the @OurFranchise concept has grown from an idea to a full-blown public affairs, grassroots, and member engagement program, building a broad range of champions for franchising.

As part of the @OurFranchise tour, IFA President & CEO Robert Cresanti, CFE, traveled to cities across the United States to capture a behind-the-scenes look at what goes into running a successful franchise business. The tour, which continues at multiple stops during 2017, highlights that franchising is ingrained in every local community, bringing positive economic growth and fostering relationships. For example, IFA hosted a member dinner at Rosati’s and a Women in Business luncheon in Chicago with IFA First Vice Chair Shelly Sun, CFE, co-owner and CEO of BrightStar Care. In Norfolk, Va., a Franchise Forum at
the Hampton Roads Chamber of Commerce highlighted veterans in franchising and gathered more than 25 local attendees. The tour also allowed IFA to participate in franchise site visits and meet with local elected officials. These franchisees, franchisors, suppliers, and local business leaders shared their personal stories of success, and the website has become a portal for telling the stories that make franchising such a prosperous business model.

IFA also teamed up with Politico during the 2016 FAN Annual Meeting to share the stories of 10 franchisees who are not only finding success, but creating opportunity in their community. Watch the videos, listen to the audio clips, and read the inspiring stories of the franchisees, including those who started at the entry level in franchising, learned the business model and worked their way to ownership: www.politico.com/sponsor-content/2016/09/we-the-franchisees
In September 2016, IFA’s Franchise Education and Research Foundation released the Economic Impact of Franchised Businesses, Vol. IV, Sept. 2016, by PricewaterhouseCoopers. These numbers definitively show the outsized impact franchising has on the U.S. economy: 7.6 million jobs, 732,842 franchise establishments; $674 billion in economic output; and 2.5 percent of U.S. Gross Domestic Product. If you’ve ever wondered how much of an impact franchising has in your state, look no further than our franchise economy website, which breaks down the data by state and congressional district. This is a great tool for both IFA members and policymakers to demonstrate the impact of franchising across the country.
Since its launch in July 2014, IFA’s Franchise Action Network (FAN) has become the industry’s first layer of defense against public policy and regulatory threats. In less than two years, FAN has grown from approximately 1,000 members to more than 16,000 advocates fighting on behalf of the franchise business model.

The Franchise Action Network provides an advocacy hub to engage franchise stakeholders through recruitment videos, testimonials and blogs, franchisee, franchisor and supplier toolkits, current media and news, and informational and educational pages on local, state and federal legislation impacting franchising. The monthly FANmail newsletter keeps advocates informed and engaged about IFA’s advocacy activities and is a cornerstone of the program.

IFA members meet with members of Congress during the 2016 Franchise Action Network Annual Meeting.
FAN FAQ

Q: WHO ARE THE MEMBERS?

The Franchise Action Network is a national network of franchisees, franchisors and suppliers like you! The organization is dedicated to protecting the franchise business model from recent threats. Simply put: FAN is the best way for you to get engaged and protect your business. A coalition of the franchise industry in each state and city promotes a single mission statement: Locally owned franchises are America’s hidden small businesses. Behind many familiar logos and trusted brands are small business owners seeking to increase opportunity — not just for themselves — but for their entire community.

Q: WHY SHOULD I JOIN?

Being engaged and telling your story is the best way to protect your business. Legislators need to know about the franchise model, what you do on an everyday basis, and how that impacts your local community. There is a real lack of understanding as it relates to the franchising industry. FAN will help you tell that story and promote your business. The future of our business model is in your hands!

Q: HOW CAN I HELP?

There are several ways to get involved:

1) Join FAN! FranchiseActionNetwork.com

2) Follow FAN on Twitter and Instagram to stay in the loop about what’s happening in your community and state.

3) Send an email or letter to your legislator about issues impacting your business.

4) Utilize toolkits from the website and share with your peers.

5) Attend the Franchise Action Network Annual Meeting September 11-13, 2017 in Washington, D.C. to speak directly to your members of Congress about issues that impact your businesses. There’s no limit to the ways you can help!
IFA's political action committee, FranPAC, supports pro-franchise, pro-business candidates for U.S. Congress. The following “Scorecard” shows FranPAC’s financial support of federal candidates in the 2016 elections and indicates the election results for those candidates.

**PARTY DISTRIBUTION**

<table>
<thead>
<tr>
<th>Candidates</th>
<th>Democrat</th>
<th>Republican</th>
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<tr>
<td></td>
<td>85.7%</td>
<td>14.3%</td>
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**CONTRIBUTIONS**

- **Total candidate contributions:** $544,000
- **Average contribution:** $3,885

**SUCCESS RATE**

- **92%** of FranPAC supported candidates prevailed
- **93.1%** House success rate
- **86.9%** Senate success rate
- **92.5%** Republican
- **90.0%** Democrat

**Champion success rate**

- (candidates who received $5,000 or more)

**U.S. House of Representatives**

- Allen, Rick (R-GA-12) $2,500.00
- Arrington, Jody (R-TX-19 Cand.) $1,000.00
- Ashford, Brad (D-NE-02) $10,000.00
- Bera, Ami (D-CA-07) $2,000.00
- Bergman, Jack (R-MI-01-Cand.) $1,000.00
- Bishop, Michael (R-MI-08) $7,000.00
- Blackburn, Marsha (R-TN-07) $6,500.00
- Blunt Rochester, Lisa (D-DE-AL Cand.) $1,000.00
- Brady, Kevin (R-TX-08) $2,500.00
- Brat, Dave (R-VA-07) $2,000.00
- Buchanan, Vern (R-FL-16) $1,000.00
- Byrne, Bradley (R-AL-01) $8,000.00
- Carter, Buddy (R-GA-01) $7,500.00
- Carter, John (R-TX-31) $1,000.00
- Chabot, Steve (R-OH-01) $5,000.00
- Coffman, Mike (R-CO-06) $1,000.00
- Cole, Tom (R-OK-04) $10,000.00
- Collins, Doug (R-CA-09) $3,500.00
- Comstock, Barbara (R-VA-10) $5,000.00
- Connolly, Gerry (D-VA-11) $1,000.00
- Correa, Lou (D-CA-46-Cand.) $1,000.00
- Costa, Jim (D-CA-16) $1,000.00
- Costello, Ryan (R-PA-06) $7,500.00
- Crowley, Joseph (D-NY-14) $1,000.00
- Cuellar, Henry (D-TX-28) $10,000.00
- Curbelo, Carlos (R-FL-26) $10,000.00
Lankford, James (R-OK) ................................. $2,500.00
McMorris Rodgers, Cathy (R-WA-05) .............. $6,000.00

**U.S. Senate**

- Ayotte, Kelly (R-NH) ................................ $10,000.00
- Bennet, Michael (D-CO) ............................ $1,500.00
- Blunt, Roy (R-MO) .................................. $10,000.00
- Burr, Richard (R-NC) ............................... $10,000.00
- Crapo, Mike (R-ID) .................................. $10,000.00
- Grassley, Charles (R-IA) .............................. $7,500.00
- Heck, Joseph (R-NV-Cand.) .......................... $10,000.00
- Hoeven, John (R-ND) ................................ $2,000.00
- Isakson, Johnny (R-GA) ............................... $10,000.00
- Johnson, Ronald (R-WI) ............................. $5,000.00
- Kirk, Mark (R-IL) .................................... $5,000.00
- Lankford, James (R-OK) ............................. $2,500.00

- McSally, Martha (R-AZ-02) .......................... $2,000.00
- Meehan, Patrick (R-MA-07) .......................... $5,000.00
- Messer, Luke (R-IN-06) ............................. $1,000.00
- Mills, Stewart (R-MN-08-Cand.) .................... $1,000.00
- Mitchell, Paul (R-MI-10-Cand.) ..................... $1,000.00
- Mullin, Markwayne (R-OK-02) ........................ $1,000.00
- Mulvaney, Mick (R-SC-05) .......................... $2,500.00
- Murphy, Tim (R-PA-18) .............................. $1,000.00
- Palmer, Gary (R-AL-06) ............................. $1,500.00
- Panetta, Jimmy (D-CA-20 Cand.) .................... $2,500.00
- Paulsen, Erik (R-MN-03) ............................. $2,500.00
- Peters, Scott (D-CA-52) ............................. $1,000.00
- Peterson, Collin (D-MN-07) ........................ $10,000.00
- Poliquin, Bruce (R-ME-02) .......................... $3,000.00
- Quigley, Mike (D-IL-05) .............................. $2,000.00
- Renacci, Jim (R-OH-16) ............................. $1,000.00
- Roby, Martha (R-Al-02) ............................ $2,000.00
- Rokita, Todd (R-IN-04) .............................. $2,500.00
- Rooney, Tom (R-FL-17) ............................. $2,000.00
- Ross, Dennis (R-FL-15) ............................. $1,000.00
- Rouzer, David (R-NC-07) ........................... $5,500.00
- Ryan, Paul (R-WI-01) ............................... $10,000.00
- Scalise, Steve (R-LA-01) ............................ $3,500.00
- Schrader, Kurt (D-OR-05) ........................... $4,500.00
- Sessions, Pete (R-TX-32) ............................ $2,500.00
- Shimkus, John (R-IL-15) ............................ $1,000.00
- Simpson, Mike (R-ID-2) ............................. $1,000.00
- Smith, Jason (R-MO-08) ............................. $1,000.00
- Smith, Lamar (R-TX-21) ............................. $1,000.00
- Smucker, Lloyd (R-PA-16 Cand.) .................... $2,000.00
- Stefanik, Elise (R-NY-21) ........................... $3,500.00
- Stewart, Chris (R-UT-02) ........................... $2,500.00
- Stivers, Steve (R-OH-15) ........................... $2,500.00
- Tarkanian, Danny (R-NV-03 Cand.) .................. $2,500.00
- Tiberi, Patrick (R-OH-12) ............................ $5,000.00
- Tipton, Scott (R-CO-03) .............................. $1,000.00
- Upton, Fred (R-MI-06) .............................. $5,000.00
- Walberg, Tim (R-MI-07) ............................. $9,500.00
- Walden, Greg (R-OR-02) ............................ $1,500.00
- Walters, Mimi (R-CA-45) ............................ $3,500.00
- Wilson, Joe (R-SC-02) ............................... $2,500.00
- Womack, Stephen (R-AR-03) ......................... $5,000.00
- Yoder, Kevin (R-KS-03) ............................ $9,500.00
- Young, David (R-IA-03) ............................. $3,000.00
- Zinke, Ryan (R-MT-AL) .............................. $2,000.00

- McCain, John (R-AZ) ............................... $5,000.00
- Moran, Jerry (R-KS) ................................. $6,500.00
- Murkowski, Lisa (R-AK) ............................. $7,500.00
- Murray, Patty (D-WA) .............................. $1,000.00
- Portman, Rob (R-OH) ............................... $10,000.00
- Rubio, Marco (R-FL) ............................... $10,000.00
- Schumer, Chuck (D-NY) ............................. $1,000.00
- Scott, Tim (R-SC) ................................. $5,000.00
- Shelby, Richard (R-AL) .............................. $2,500.00
- Toomey, Pat (R-PA) ................................. $10,000.00
- Young, Todd (R-IN-Cand.) .......................... $5,000.00
CONFERENCES AND EVENTS

IFA hosts a variety of educational and networking events for members of the franchising community to gather and gain strategies for growth, hear practical tips for increasing brand performance and profitability, and learn how to join in the fight to strengthen the franchise business model.

In February 2016, IFA hosted its premier event, the 56th Annual Convention in San Antonio, Texas, recording the second largest non-Las Vegas venue attendance of 3,424 franchise professionals.

Throughout 2015 and 2016, IFA met the needs of various segments within the franchising community by hosting its other recognizable annual events. IFA’s Annual Legal Symposium returned to Washington, D.C. in 2016 after the 2015 event was held in Chicago. The 2016 Legal Symposium boasted its second highest attendance ever (and highest in the past seven years) at 586 attendees.

ATTENDEES

IFA2016

Convention

FEBRUARY 20-23, 2016 // SAN ANTONIO, TX

#IFA2016

3,424 ATTENDEES

LEGAL SYMPOSIUM

49th Annual IFA

May 15-17, 2016 | JW Marriott | Washington, DC

Throughout 2015 and 2016, IFA met the needs of various segments within the franchising community by hosting its other recognizable annual events. IFA’s Annual Legal Symposium returned to Washington, D.C. in 2016 after the 2015 event was held in Chicago. The 2016 Legal Symposium boasted its second highest attendance ever (and highest in the past seven years) at 586 attendees.
IFA continued its Franchise Development Seminar Series in 2016 for franchise sales and development professionals to gather in smaller interactive groups and share best practices for effective lead generation, profiling the right candidates, and closing the sale. The 2016 seminars were revamped to include roundtable discussions, team exercises and a mystery shopping session during which franchisor development websites are analyzed by an expert in the field.

To provide value to one of the largest segments of the IFA membership (newer growing franchise systems), IFA hosted a successful 2016 Emerging Franchisor Conference in New Orleans, La. This event provides best practices from franchise founders and others to help emerging companies grow at the right pace, know when to hire additional team members for the next phase of their brand, and develop the franchise relations skills necessary to manage and protect the partnerships created with franchisees.

As digital marketing and technology continues to evolve and become more and more important in the franchise space, IFA met those demands by hosting its second FranTech event in Austin, Texas during 2016, building on the inaugural FranTech in 2015.

IFA hosted the September 2016 Franchise Action Network Annual Meeting, the association’s annual Washington, D.C. fly-in. Formerly known as the Public Affairs Conference, the event was rebranded to align with the objectives of IFA’s grassroots initiative, the Franchise Action Network. More than 300 franchisors, franchisees and supplier partners gathered in Washington to meet directly with lawmakers about the importance of the franchise business model. Nearly 60 Franchisees of the Year were recognized at the event by their franchise systems, and legislators who are pro-franchising were awarded the Legislator of the Year Award.
Before the start of the 2016 IFA Annual Convention, IFA mounted its first ever CFE class on exporting a franchise to the United States. As usual, IFA staged an International Summit, consisting of four panels on two tracks. The convention included free international advising to IFA members by U.S. Commercial Service staff, the international reception, the international lounge, and the international track of the Business Solution Roundtables.

INTERNATIONAL TRADE ADVISORY COMMITTEE

The Secretary of Commerce and U.S. Trade Representative appointed IFA Director of International Affairs Josh Merin to serve on the Industry Trade Advisory Committee on Services and Finance Industries. As IFA members continue to diversify revenues internationally, the health of their businesses has become more dependent on the ability to operate in a fair and equitable trade environment. The appointment gives IFA members a voice during trade negotiations to ensure that agreements are conducive for U.S. companies using the franchise model internationally. As a member of the committee, Merin provides policy, technical advice and recommendations to the Secretary of Commerce and the United States Trade Representative regarding trade barriers, negotiations of trade agreements, and implementation of existing trade agreements affecting the franchise industry and performs other advisory functions relevant to U.S. trade policy matters.
Joint employer is emerging as a threat outside U.S. borders. IFA has responded by working with international partners to leverage resources and in-country voices against the spread of joint employer. A new collaboration through memorandum of understanding agreements with international counterparts allows the sharing of information and strategy on the joint employer issue, and when needed, representation of the other’s viewpoint to government officials in our respective countries. This collaboration is significant because, as the world becomes a much smaller place and as groups such as the Service Employees International Union take their campaign to change the definition of joint employer to other countries, franchise associations around the world need to collaborate and advocate together more closely than ever before. In 2016, memorandums of understanding were signed with the Canadian Franchise Association, the Brazilian Franchise Association, and the Franchise Council of Australia.

IFA participated in the April 2016 meeting of the World Franchise Council (WFC) in Bologna, Italy. At the meeting, IFA presented research, shared franchise association best practices, and discussed the joint employer threat facing franchising around the world in front of the council.

In mid-April, Robert Cresanti travelled to São Paulo to be a featured speaker at the Brazilian Franchise Association’s International Franchise Congress. In his remarks, Cresanti discussed trends in U.S. and international franchising, the globalizing joint employer threat and U.S. market entry for international franchisors.

Six leaders from the German Franchise Association and Brazilian Franchise Association spent September 1-2 in Washington, D.C. visiting IFA’s offices to discuss lobbying, common challenges in protecting and promoting the franchise environment, and franchise association best practices. An agreement to expand the CFE program to Brazil was signed in February, 2017.

IFA launched the International Toolkit on franchise.org. The toolkit is designed to be a core resource for IFA members interested in international franchising. At the heart of the Toolkit are webinar courses that comprise a curriculum in franchising across borders. Seven courses are now accessible with more to come. The toolkit can be found prominently featured on the main international page of IFA’s website. Country profiles on IFA’s site will soon be dramatically improved. IFA members that want more personal feedback from expert peers can receive it through the international tracks of the FranShip program.

IFA is working with the World Bank on research to understand the challenges franchisors face in emerging markets. A presentation of initial findings was made to IFA’s International Committee by the World Bank during the 2016 FAN Annual Meeting. The U.S. Department of Commerce’s International Trade Administration (ITA) released the inaugural “Top Markets Report,” which centers on profiles of key markets and will act as the main franchise reference for officials in the U.S. Department of Commerce. The report is now hosted on franchise.org and has become a reference for IFA members.
OTHER EVENTS

From September 19 to 23, an IFA trade mission visited São Paulo, Brazil and Montevideo, Uruguay. The inaugural Global Restaurant Leadership Conference (GRLC) took place in Dubai, United Arab Emirates on October 10-12.

The event brought together global restaurant industry leaders focused on cross-border growth, including U.S. and international franchisors and franchisees. IFA has reached a multi-year agreement with event organizers at no cost that will allow for high ongoing visibility at GRLC.
Thanks to generous donations from volunteer leaders, the foundation expanded its research and educational programs to IFA members, and its outreach programs to women, minorities, veterans and young entrepreneurs. Under the leadership of Doc Cohen and Jerry Crawford, the foundation raised more than $7 million to support industry research, the Certified Franchise Executive (CFE) program, the Diversity Institute, VetFran, and two newer initiatives — NextGen in Franchising and Franchising Gives Back.

“We are deeply grateful for the many IFA members who have come forward to donate their time, talent, and money to support the foundation’s programs. It is through their collective efforts and contributions that we can build an even stronger foundation.”

-Doc Cohen, CFE, Chairman of the Franchise Education and Research Foundation and President of Doc & Associates Ltd.
FRANCHISING GIVES BACK

With lead sponsorship from the Roark Capital Group, Franchising Gives Back recognizes the many ways that franchise businesses contribute to their communities through charitable programs and community leadership. Winners of the annual Franchising Gives Back Awards Program were recognized at a gala dinner during the 2016 Franchise Annual Network meeting in Washington, D.C.

“Since the launch of Franchising Gives Back, more than 230 IFA members have created profiles about their charitable and community support activities. More than 225,000 volunteers have donated millions of hours and over $120 million to support charities in their local communities.”

-Steve Romaniello, CFE, Managing Director, Roark Capital Group
NextGen in Franchising is creating a talent pipeline of future franchisees, franchisors, and suppliers by engaging and educating the next generation of young entrepreneurs. During the NextGen in Franchising Global Competition, more than 250 young entrepreneurs submitted entries from early stage franchise businesses across the U.S. and around the world. The top 20 winners were selected by judges to participate in the NextGen in Franchising Accelerator program at the 2016 IFA Annual Convention in San Antonio. NextGen winners competed in the first-ever “Fran-Shark” competition resulting in additional prizes. An expanded social media and marketing campaign and an upgraded website – www.nextgenfranchising.org – is building a bridge to connect young entrepreneurs to the world of franchising and to IFA.

“I am thrilled to be a part of NextGen and I am looking forward to years ahead of helping young entrepreneurs to achieve their dreams in franchising as I have.”

-David McKinnon, CFE, Founding Sponsor and Chairman, NextGen in Franchising Committee and Senior Advisor to the Dwyer Group Board of Directors
“VetFran has provided jobs and opportunities for thousands of servicemen and women transitioning to civilian careers. Many will need to gain experience in the commercial world to prepare them for future success. Franchising and veterans make a great combination and truly a winning proposition.”

-Gordon Logan, Chairman of the IFA VetFran Committee and Founder and CEO, Sport Clips

VETFRAN

Since its launch on Veteran’s Day 2011, more than 200,000 veterans have found career opportunities in the franchising industry through the VetFran program and more than 6,000 veterans have become franchise business owners. VetFran is expanding its efforts to provide education, information and resources to help veterans who are transitioning to civilian life after their military service.

VetFran has formed strategic alliances with national organizations, including the Institute for Veterans and Military Families (IVMF), in conjunction with the Transition Assistance Program (TAP), the Coalition for Veteran Owned Businesses (CVOB) and the Small Business Administration (SBA), for outreach to the military community.

VetFran Committee members conducted workshops for veterans throughout 2016, including at the Franchise Expos in Houston, New York, and Anaheim; and special events such as the Military Officers Association (MOAA) Entrepreneurship Hall, Supplier Diversity workshops with Marriott International, and workshops at Service Academy Career Conferences. Visit www.vetfran.com for more information.

DIVERSITY INSTITUTE

Thanks to the generous support of Coca-Cola, the Diversity Institute conducts one-day seminar programs to educate women and minorities about opportunities in franchising for careers and business ownership. The Diversity Institute’s “Meet with the Mayors” program was showcased in the first-ever U.S. Conference of Mayors Business Council Best Practice Report: Mayors and Businesses Driving Economic Growth, which was distributed to over 1,400 cities.

With generous support from PepsiCo, the Diversity Institute launched a series of Franchise Development and Diversity webinars to provide tools to IFA members. The Diversity Institute completed a series of 10 “Franchising 101” webinars in cooperation with Dunkin’ Brands and the NAACP.

Diversity Institute volunteers and staff continue collaboration with national organizations, including co-sponsoring two Latino Outreach Market Symposiums with Latino Leaders Magazine, participating in the National Black MBA Association Annual Conference and Black Enterprise Entrepreneurship Summit, and working with Univision on the New Markets Summit program.
More than 2,000 executives are actively participating as candidates and graduates in the Certified Franchise Executive program. At the 2016 IFA Annual Convention, 167 executives received their CFE designation, including executives from Australia, Dubai, Mexico, the Philippines, Taiwan, Thailand and the U.S. Work is underway to revamp franchiseuniversity.org with a new Learning Management System (LMS) to support expanded online courses and video-on-demand programs.

“At ICFE, we are committed to certifying the highest standards of quality training and education. As an educator and a CEO, I understand that education is THE key to career success. Becoming a Certified Franchise Executive is THE key to franchising success.”

-Gail Johnson, CFE, Chairman of the ICFE Board of Governors, and Founder and Chairman of Rainbow Station
The foundation continues to partner with leading research and professional firms to demonstrate the critical role that franchise businesses play in the U.S. economy and around the world. In September 2016, the foundation published the Economic Impact of Franchised Business, Volume 4, prepared by PwC, which shows the economic footprint of franchised businesses at the national, state, and congressional district level.

Estimates of establishments, jobs, output and GDP were also published on IFA’s new website – www.franchiseeconomy.com – and used to further highlight the contributions of franchise businesses as part of the www.AtOurFranchise.org website. The foundation works with IHS Economics to publish an annual Franchise Business Economic Outlook, showing the growth of franchise businesses compared to other sectors of the economy. The ADP monthly franchise jobs report continues to show that franchise businesses are adding jobs at a faster pace than other businesses. The foundation also partners with FRANdata throughout the year to publish a series of reports on franchise business trends and statistics.

Special Thanks to Our Major Donors

- Apple Pie Capital
- Arby’s Foundation
- The Stewart & Jane Bainum Fund
- Melanie Bergeron
- BDO USA LLP
- Joseph Bourdow
- BrightStar Franchising LLC
- Choice Hotels Intl.
- Choice Hotels Foundation
- Coca-Cola Foodservice & On Premise
- Lawrence Doc Cohen
- DLA Piper LLP
- Dina Dwyer-Owens
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- Tabbasum Mumtaz
- PepsiCo Foodservice
- Roark Capital Group
- The Romaniello Family
- Safeguard
- Julius & Joanne Shaw
- Steve & Judy Siegel
- Sport Clips, Inc.
- Jim Squire
- Shelly Sun
- Two Men & A Truck Intl.
- The UPS Store
- Ken & Vickie Walker
- WSI/Tutor Doctor
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NRD Capital
Chairman

Shelly Sun, CFE
BrightStar Franchising, LLC
Vice Chairwoman

Liam Brown
Marriott International
Treasurer

David Barr
PMTD Restaurants
Secretary

Melanie Bergeron, CFE
TWO MEN AND A TRUCK
Immediate Past Chairman

Mariana Huberman
UPS Store
Franchisee Forum Chairman

Catherine Monson, CFE
FASTSIGNS International
Franchisor Forum Chairwoman

Larry Weinberg, CFE
Cassels Brock & Blackwell
Supplier Forum Chairman

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Interim HealthCare Inc.

Mike Hickey
Ecolab, Inc.

Roy Jackson
The Coca-Cola Company

Saunda Kitchen, CFE
Mr. Rooter
of Sonoma County, Calif.

Gordon Logan
Sport Clips, Inc.

Robert McDevitt, CFE
Golden Corral Buffet & Grill

David McKinnon
The Dwyer Group

Tabbassum Mumtaz
Apex Restaurant Management,
Inc.

Matthew Patinkin
Auntie Anne’s Pretzels -
Double P Corporation

Guillermo Perales
Sun Holdings, LLC

Karen Powell, CFE
Decor & You
FranchisEsource Brands
International

Andrew Puzder
CKE Restaurants, Inc.

John Rotche, CFE
TITLE Boxing Club

Michael Seid, CFE
CFWshops

Charles Stempler
AlphaGraphics of Seattle

Jeffrey Tews
BrightStar Care of Madison,
Wis.

Simone Wu
Choice Hotels International
Mike and Marian Ilitch, founders and owners of Little Caesars Pizza, were named to the IFA Hall of Fame, the association’s highest honor. The Hall of Fame Award is the oldest and most prestigious award conferred by the IFA and is presented to an IFA member who exemplifies the best of franchising and has made significant contributions to the advancement of franchising and the franchising community. Chris Ilitch (right), president and CEO of Ilitch Holdings, accepted the award on behalf of his parents during #IFA2016.

Sun Holdings President and CEO Guillermo Perales received the IFA Entrepreneur of the Year Award. Sun Holdings is a multi-unit franchisee of Burger King, Popeyes Louisiana Kitchen, Krispy Kreme, Arby’s, Golden Corral, Cici’s Pizza, and T-Mobile. Perales is the eighth largest franchisee, as well as the largest Hispanic franchisee, in the U.S. The Entrepreneur of the Year Award is given to a visionary who is willing to take risks and who possesses the management skills necessary to create a successful franchising business enterprise.

The 2015 IFA Ronald E. Harrison Diversity Award winner is Rick Davidson, president and CEO of Century 21 Real Estate. With more than 25 years of experience in the real estate industry, Davidson has always aimed to help people of all backgrounds be successful in real estate either as independent sales professionals or as home buyers or sellers, particularly veterans and persons from multicultural communities.

IFA presented Therese Thilgen, co-founder and president of Franchise Update Media Group, with the Bonny LeVine Award. Throughout her career, Thilgen has focused on expanding business and leadership opportunities for women within the franchising community. Thilgen strives to provide female franchisees with strong mentors and other networking and professional resources to help them develop their leadership skills.
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