



This FANmail is brought to you by: John Robert White

*"We've certainly seen the economy improve and have invested back into our employees and into the business, including better equipment"*

-- Rob White, FASTSIGNS franchisee

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## Hundreds of Franchise Businesses Reinvest and Increase Wages

The IFA [released a pledge](#) signed by nearly 400 members of the franchise small business community, and their employees, who will directly benefit from the *Tax Cuts and Jobs Act*. The commitments come in conjunction with several IFA members participating in a Rose Garden ceremony at the White House last week, recognizing how employees are benefiting from the new law.



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*The Wall Street Journal* published an [article](#) on the rise of industrial – including overall

manufacturing - production. IFA member, and franchise owner of Glass Doctor in Texas, Larry Patterson, noted how the tax cuts would allow him to invest in equipment and a new showroom for his business, further contributing to manufacturing output. "The new tax bill has allowed us to increase wages and expand our business by adding additional space, a new showroom, vehicles and add employees."

Additionally, House Speaker Paul Ryan's office issued a [press release](#) acknowledging the franchise business owners that plan to reinvest in their employees and businesses.

Read IFA's press release [here](#).

## **IFA Members Attend Tax Reform Roundtable**

On Tuesday April 17, Speaker of the House, Paul Ryan (R-Wis.), House Republican Conference Chair, Cathy McMorris Rodgers (R-Wash.), and Ways and Means Committee Chair Kevin Brady (R-Texas) hosted a roundtable discussion with several small business owners to hear more about what tax reform means to them, their families, and their workers. Franchise business owners from IFA brands Sport Clips, Turbo Haul, and Massage Envy were among the participants of the discussion to share how the new tax code has benefited their business, and their employees.



"I'm very grateful that the new tax law allows us that clear opportunity to write off not only newly acquired assets that are a brand new purchase but also ones that are used when you're buying an existing business out from someone else," said Debra Sawyer, Sport Clips franchisee in Virginia.

Similarly, Kevin Daly from Turbo Haul expressed how he is able to reinvest in his business, "I'm happy to report that over the next 18 months we'll be investing over \$2 million in new trucks and equipment for our locations."

Click [here](#) to watch the roundtable event.

## **Franchise Action Broadcast Presents: Rep. Tom MacArthur (R-N.J.)**

In our newest installment of Franchise Action Broadcast, IFA's Ryan Kennedy interviews New Jersey Representative, Tom MacArthur. Click on the image below to watch the interview.

In 2017, IFA launched Franchise Action Broadcast (FAB) - a fun and interactive project

created around the idea of making it easier for constituents to approach their members of Congress. These non-policy interviews feature members of Congress from both sides of the aisle, where they discuss their favorite hobbies, foods, and fun-facts about their tenure in office.



*IFA's Ryan Kennedy interviews Rep. Tom MacArthur (R- N.J.)*

## **Save the Date: Franchise Action Network - Minneapolis, May 17**

The Franchise Action Network is hitting the road to bring you first class advocacy training in 2018.

On **May 17**, FAN will be hosting a panel in Minneapolis, MN to help franchisees and franchisor executives navigate and understand the regulatory climate from Washington, D.C. up to St. Paul. The event will take place on May 17th from 8 am - 10 am local time.

Stay tuned for more details and how to register. If you have any questions in the meantime, please reach out to Erica Farage at [efarage@franchise.org](mailto:efarage@franchise.org)

**WHEN:** May 17, 8:00 - 10:00 AM

**WHERE:** Marquette Hotel, Curio Collection by Hilton (710 Marquette Ave, Minneapolis, MN 55402)

**QUESTIONS?:** Erica Farage ([efarage@franchise.org](mailto:efarage@franchise.org))

## **Are You a Franchise Influencer?**

To capture the existing relationships and political capital within the Franchise Action Network, we are excited to deploy the [IFA Political Influencer Index](#). The goal of the index is to understand your network of relationships with elected officials and to help drive our policy priorities in the future. The questions focus on your involvement in the political process and knowledge of critical issues. Your help here will allow IFA to discover key relationships we can help build and your willingness to participate in our critical advocacy efforts moving forward.

The survey will only take 5-10 minutes and your participation will help FAN's impact and reach on important legislative campaigns.

[Take the Survey!](#)



The Restaurant Leadership Conference (RLC), an event where the restaurant industry's top influencers gather to provide insight and share best practices took place in Phoenix, Arizona, from April 15-18. IFA was a major contributor to the event, appearing in a highly anticipated panel on April 18.

IFA's President and CEO, Robert Cresanti joined Andrew Puzder, former CEO of CKE Restaurants; Michael Lotito, Partner at Littler Mendelson; and Bryan Lanza, Deputy Communications Director for Mercury Public Affairs for a panel discussion titled, *Swimming In The Swamp – Keeping Your Head Above Water*, to discuss long-term threats that remain for restaurants and the franchise business model from political, legislative and regulatory standpoints. In particular, the panelists discussed the joint employer standard among other pressing issues that directly impact businesses, and what measures business owners can take to combat these issues.

### John Ring Confirmed to NLRB

On April 11, the U.S. Senate confirmed attorney John Ring to the National Labor Relations Board, in a 50-48 partly line vote. The former partner at Morgan Lewis & Bockius has been picked to lead NLRB as chairman, replacing Marvin Kaplan, who held the post for less than four months and will remain a member on the board. Ring's confirmation re-established a Republican control to the board, paving way to re-visit regulations such as the joint employer standard.

IFA sent a [letter](#) of support for John Ring's appointment to the NLRB prior to his confirmation.

Read more [here](#).

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### In the News

[Revisiting the Great Joint Employment Debate](#), *Law Journal*  
[Employees Sue Knorr, Wabtec After DOJ No-Poach Settlement](#), *Law 360*

[Franchise “No-Hire” Agreement Class Actions And The Single Enterprise Defense](#), *JD Supra*

[‘No-Poach’ Deals Are Illegal, but Sometimes HR Doesn’t Know It \(1\)](#), *Bloomberg Government*

[Podcast: Stronger Patents and the Save Local Business Act](#), *Center for Individual Freedom*

## Tweets of the Week:

[Great morning speaking about franchising with the visiting Qatari business delegation. Thank you @QatarEmbassyUSA, @MEC\\_QATAR and H.E. Sheikh Ahmed bin Jassim Al Thani for hosting us!](#)

[FASTSIGNS of Richmond met with Sen. Mark Warner’s Legislative Director today to share the importance of franchising to local communities in Virginia. @FASTSIGNS @MarkWarner](#)

[Glass Doctor franchisees of Texas met with @RepKenMarchant and @RepHensarling today to share their story and the positive impact of franchising in the local communities of Texas. @GlassDoctor](#)

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## Featured FAN: John Robert White



Rob White began his career in franchising in early 2004 by purchasing the license to open the Richmond, VA market for Rainbow International Restoration, a Dwyer Group brand. The business performed well and Rob and his team was recognized by the Rainbow International brand by being voted to the Franchisee Advisory Board for three years. In 2008, Rob’s team in Richmond VA was named “Franchisee of the Year” for Rainbow International Restoration.

In early 2010, Rob was recruited to the home office of Dwyer Group, and moved with his wife, Wanda, to Waco Texas to join the Dwyer Group’s Rainbow International team as the Vice President of Operations. In early 2011, upon the retirement of his mentor, David Bethea, Rob was promoted to Rainbow International Restoration Brand President and began leading the brand in the US and Canada.

In 2014, Rob and Wanda felt the pull of family in Richmond, Va., and made a very difficult decision to leave the Dwyer Group in Waco Texas and move back to Richmond to be with family. Rob worked with Outdoor Living Brands in Richmond as a Vice President and Brand Leader with the Mosquito Squad brand until 2016, when he left Outdoor Living Brands to again become a franchisee. This go around, he became a multi-unit franchisee, by purchasing a 30 year old FASTSIGNS business that consists of 5 retail locations and a Central Production Center/Showroom. All five of these locations are in Richmond and Fredericksburg, VA.

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## Franchising Facts - Did You Know?

After Insta-Burger King ran into financial difficulties in 1954, its two Miami-based franchisees David Edgerton and James McLamore purchased the company and renamed it “Burger King”.

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