



This FANmail is brought to you by: Debra Sawyer

"I am giving her 18 team members raises to bring them up to my pay plan for the rest of my stores"

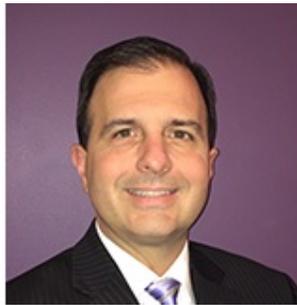
-- Debra Sawyer, Multi-unit franchisee, Sport Clips

Multi-Unit Franchising Conference 2018 Preview

On Friday, April 6, the International Franchise Association will be presenting an advocacy panel at the closing session of the Multi-Unit Franchising Conference (MUFC) in Las Vegas, NV.



Erica Farage



Tom Baber



Tam Kennedy



Jeff Tews

IFA's VP of Political Affairs, Erica Farage will join Tom Baber, IFA Franchisee Forum Chairman, Money Mailer, and IHOP franchise owner; Tam Kennedy, IFA Franchisee Forum Vice Chair and Taco Johns franchise owner; and Jeff Tews, Brightstar Care franchise owner to discuss regulatory challenges facing franchising and how to best engage in campaigns to address them. If you are attending MUFC, be sure to check out the closing session from 9:00 - 10:30 a.m. for IFA's advocacy panel!

Franchise Action Broadcast Presents: Rep. Glenn "GT" Thompson (R-Pa.)

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.

FAB is excited to present the latest in the collection: an interview with Pennsylvania Representative, Glenn "GT" Thompson. Stay tuned for more exciting interviews this year!



IFA's Ryan Kennedy interviews Rep. Glenn "GT" Thompson (R- Pa.)

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 Ryan Kennedy at rkennedy@franchise.org

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

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

QUESTIONS?: Ryan Kennedy rkennedy@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!](#)

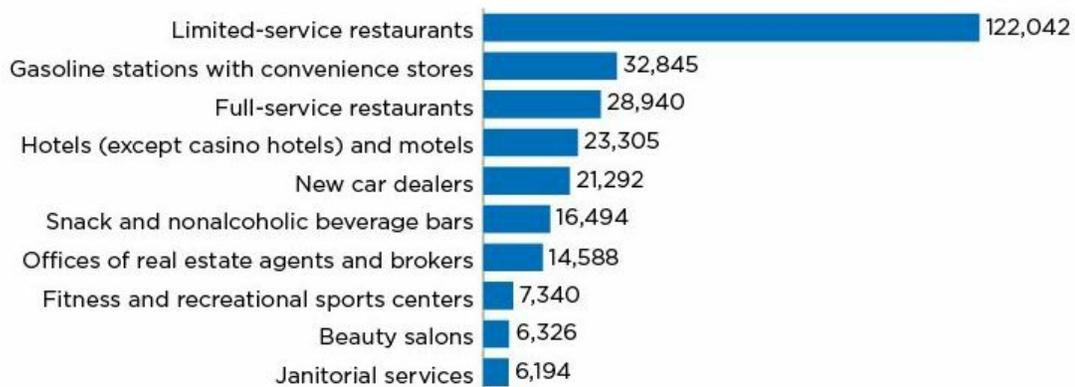
Economic Census Reveals Franchising is Key to Many Industries

According to the US Census Bureau, franchising contributes towards various industries.

Comprehensively collected for the first time in the 2007 Economic Census, the franchise question covers over 300 different types of industries and measures the number of franchisee and franchisor-owned businesses in each sector and their total employment, annual payroll and sales. The question was added as part of a partnership that was established between the IFA and the U.S. Census Bureau.

Estimated Number of Franchise Establishments: 2012

(In thousands)



Source: U.S. Census Bureau, 2012 Economic Census Franchise Statistics Report.

The next Economic Census will be conducted later this year and will continue to offer detailed information on the role of franchising in the economy.

Read more [here](#).

Franchise Business Leaders react to Omnibus Spending Bill

Franchise business leaders and the small business community expressed their thoughts following President Trump's approval and signing of the omnibus spending bill, which did not include a permanent fix for the joint employer standard. The *Alabama Political Reporter* published an [article](#) noting remarks from Rep. Bradley Byrne (R-Ala.) on the exclusion of the joint employer provision in the omnibus spending bill, urging the Senate to pass the [Save Local Business Act](#) to protect America's franchise establishments. IFA members were quoted in the article on how the joint employer standard stifles the growth of their business.

IFA's Vice President of Federal Government Affairs and Executive Director of the Coalition to Save Local Businesses, Michael Layman commented, "Despite our disappointment, the Coalition is energized by the support we have seen recently from members of Congress on both sides of the aisle, and we will continue working to bring permanent clarity on joint employer, grow the economy, create jobs, and protect the futures of hard-working Americans."

Read more [here](#).

Free Market Think Tank Requests NLRB Investigation

Last week, the Competitive Enterprise Institute (CEI) sent a [letter](#) to the NLRB requesting an investigation of board member, Mark Gaston Pearce (D) for violating federal ethics rules by disclosing private board deliberations. The group cited a March 1 *Wall Street Journal* [report](#) alleging that Pearce leaked news of the board's impending withdrawal of the joint employer standard in its *Hy-Brand Industrial* ruling before it was announced in December 2017.

Read more [here](#).

In the News

[Happy Bipartisan Budget Blowout Day](#), *Wall Street Journal*

[Legal group calls for inspection of NLRB inspector general](#), *Washington Examiner*

[How the NLRB Evades the Law—and Can Bring Itself Into Line](#), *Wall Street Journal*

[The 'Joint Employer' Workplace Test Is in Limbo Again](#), *Bloomberg Government*

[Democratic obstruction of Trump appointees is political, not practical](#), *The Hill*

[Conservative group calls for probe of NLRB member](#), *Washington Examiner*

Tweets of the Week:

[Franchises aren't just for fast food. They're important to many industries that provide daily services from storage and warehousing to eyeglass stores and weight-loss centers. ♀ Fascinating data from @uscensusbureau's #EconomicCensus: <https://www.census.gov/library/stories/2018/03/franchises.html> ...](#)

[.@RepByrne urges the Senate to pass the Save Local Business Act](#)

[Amid increasing costs and competition franchisees push back. Read the latest article on franchisor-franchisee relationships in @RB magazine:](#)

[http://www.restaurantbusinessonline.com/financing/franchisees-push-back ...](http://www.restaurantbusinessonline.com/financing/franchisees-push-back)

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Featured FAN: Debra Sawyer



Debra is proud owner of 20 Sport Clips stores (9 in Richmond, VA, and 11 in Orlando/Tampa area in Florida) with another location expecting to open in June 2018. Prior to beginning her adventure in the franchise space in 2006, Debra served in various positions in the accounting and finance sector.

Following graduation, Debra joined Arthur Anderson. After 5-years of service, she joined the team of Deloitte & Touché. Both roles involved serving high net worth clients in all areas of financial planning including income taxation and estate planning.

Debra was also the lead editor and instructor at Keir Educational Resources where she was responsible to teach the review course for CFP® Certification Examination at universities across the US.

Debra earned her Bachelor's degree in Managerial Economics from the University of California, Davis. She also holds a Master's in Taxation from the Golden Gate University.

Debra resides in Midlothian, VA.

Franchising Facts - Did You Know?

Queen Elizabeth II of England owns a drive-through McDonald's near Buckingham Palace as part of her real estate portfolio. The McDonald's is part of a retail park Her Majesty acquired in 2008.

