



This FANmail is brought to you by: Larry Patterson

"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."

-- Larry Patterson, Glass Doctor franchisee

Franchise Training Survey

As you know, each of your brands use the franchise business model to leverage training programs that allow franchisees to teach employees skills to execute your brand's mission, while also teaching many Americans foundational skills they will use in future careers. Also, many franchises also provide highly-technical training across a variety of industries that require certifications.

As part of the administration's efforts to boost workforce development and apprenticeship programs, IFA is working with Secretary of Labor, Alexander Acosta and Advisor to the President, Ivanka Trump to quantify the value of the workforce development skills the franchise business model provides and **WE NEED YOUR HELP!**

Please take this [short survey](#) to tell us about your training programs **BY TUESDAY, MAY 8th.**

This survey will better inform IFA staff about the training you and your franchisees are doing and strengthen our standing within the ongoing workforce development and training policy making efforts.

[Take the Survey!](#)

Franchise Action Network Event - Minneapolis, May 17



The Franchise Action Network is hitting the road to bring you first class issue & 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 and legislative climate from Washington, D.C. up to St. Paul, and why it's important to get involved to protect your business. The event will take place on May 17th from 8 am - 10 am.

Topics including joint employer, overtime, and minimum wage will be covered in depth. You'll also learn more about the [Franchise Action Network](#) and how you can get involved to protect your business.

[Click here to view the agenda and register.](#)

SPEAKERS

Tam Kennedy - Franchisee Forum Vice Chair and Taco John's franchise owner
Erica Farage - Vice President, Political Affairs & Grassroots Advocacy
Michael Layman - Vice President, Federal Government Relations
Jeff Hanscom - Vice President, State Government Relations & Public Policy

Breakfast will be served at 8:00 AM and allow for some networking time before programming starts. Don't miss out on this unique opportunity to meet franchise professionals in your area!

REGISTER

Save the Date: Franchise Action Network Annual Meeting 2018



The Franchise Action Network Annual Meeting is the annual IFA Washington, D.C. fly-in that gives you the opportunity to meet with your representatives in Congress to discuss topics that can affect your business.

WHEN: September 4-7, 2018

WHERE: JW Marriott located at 1331 Pennsylvania Ave NW, Washington, DC 20004

Register [here](#) now.

IFA Diversity Ownership Study Gains Momentum

Last month, IFA released a [research study](#) revealing a dramatic increase in minority, and women ownership in the franchise space. An [article](#) in *Moneyish* showcased that women franchise owners of Dunkin' Donuts, Taco Bell, and the Learning Experience have found the franchise business model to be a successful path in starting their own business. IFA's President of Franchise Education & Research Foundation, Mary Heitman, commented, "So many people think these (companies) are simply corporate entities, and for a long time they had no idea there was an opportunity to be a small business owner by coming under a brand and becoming a franchisee."

Additionally, *Black Enterprise* [highlighted](#) the staggering growth of African American owned franchises. 30.8 percent of franchise businesses in 2012 were owned by minorities, up from 20.5 percent in 2007. In contrast, only 18.8 percent of businesses not franchised were owned by minorities in 2012.

Sport Clips Franchisee Highlighted in *The Wall Street Journal* - Economic Growth Leads to Wage Increase



The Wall Street Journal issued an article on the increase of consumer prices in response to a tight labor market. The article made the case using the economics theory of [Phillips curve](#) - stating that a decrease in unemployment leads to higher wages and an increase in inflation. Sport Clips franchisee, Debra Sawyer, noted how she implemented wage increases in February 2017 due to a competitive labor market. In return, the prices for the services rendered were also increased to cover the higher labor costs. Generally, cities with the tightest labor markets have seen an above-average wage growth.

Read more [here](#).

IFA Submits Amicus Brief in North Dakota

On May 3, IFA submitted a brief in *American Equipment Manufacturers v. North Dakota*. IFA's interest in this case stems from ND legislation that purports to retroactively regulate long-term contractual relationships between brand owners and their licensees, and in this case, specifically regarding the sale and distribution of farm equipment. IFA requested the Court to affirm the lower court's entry of a preliminary injunction against North Dakota Senate Bill 2289. You can read IFA's brief [here](#).

In the News

[The Red-Scare Relic That Holds Back Smart Labor Policy](#), *New York Times*
[As Franchising Takes Off, These Businesses Are Hottest](#), *The Wall Street Journal*
[Franchise Disclosure Documents Can Be Baffling](#), *The Wall Street Journal*
[Broad Provisions in Franchise Agreement: How Far is too Far?](#), *Franchise Law*
[What the NLRB's About-Face on McDonald's Means for Franchise Workers](#), *Capital & Main*
[The Next Hy-Brand: 3 Cases That Could Undo Browning-Ferris](#), *Law 360*

Tweets of the Week:

[It's May Day! Franchising is on the rise and will continue to be a powerful economic engine in the U.S. with clarity on the joint employer standard #savelocalbiz @WSJ @lizgarone @NLRB](#)

[A tight labor market influences an increase in wages and inflation. @WSJ @SportClips](#)

[Firehouse Subs CEO: Clarity with the joint employer standard would allow franchisors to play a stronger role in educating employees on bias and behavior. @firehousesubs @qsr magazine](#)

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Featured FAN: Larry Patterson



Larry is the owner of three Glass Doctor franchises in the Dallas Fort Worth area, with plans to expand to eight. Larry began his business in 2003 and is now the second largest Glass Doctor owner. His locations employ 55 employees, who have all benefited from the tax reform.

Prior to owning a Glass Doctor franchise, Larry gained extensive experience working in the glass, ceramics and concrete industry. He served as President for Mustang Glass, Inc before moving to Deja View Contemporary Windows and Doors.

Larry received his Bachelor's degree in Economics and Finance from the South Methodist University.

Franchising Facts - Did You Know?

91% of new franchisees are still in business after 7 years.

