



This FANmail is brought to you by: Margaret Lewis

"I am living proof that we all can overcome obstacles in our life. Don't let any obstacles get in your way, certainly not fitness obstacles."

-- Margaret Lewis, iLoveKickboxing franchisee in Southington, CT

SBA Secretary Linda McMahon Opens International Franchise Expo



On Thursday, May 31, the International Franchise Expo commenced as thousands of entrepreneurs and future business owners gathered to meet with hundreds of franchise brands. The opening ceremony featured Linda McMahon, Administrator of the U.S. Small Business Administration and a member of President Trump's Cabinet, as she discussed how the entrepreneurial spirit is thriving in America. "When that many people are interested in starting their own business through a franchise opportunity, it's a sign that not only are they confident in themselves, but they are confident in the economy and this country's small business environment," McMahon said.

Following the opening remarks, Administrator McMahon and IDA President and CEO Robert Cresanti cut the ribbon to officially open the expo and visited various franchise brands including iLoveKickboxing, The Warrior Factory, Philly Pretzel Factory, Primrose School, and many more. Visit our Facebook [page](#) to view more photos from the event.



Administrator McMahon participated in a roundtable discussion with franchise owners on SBA lending and the economic benefits of the newly-enacted tax law. "Opening a franchise was a great decision for me and my family. iLoveKickboxing's established brand, combined with an SBA loan, was instrumental on my path to becoming a business owner. I know firsthand that the franchise model can help provide good jobs and grow the economy," added Margaret Lewis, a roundtable participant and an iLoveKickBoxing franchisee from Southington, CT.



Fox and Friends Interviews Emerging Franchise Brands at the International Franchise Expo



Several franchise brands discussed the current labor shortage and the potential of summer jobs for teens in an [exclusive interview](#) with *Fox and Friends*. In wake of the

shortage in the teen workforce, Frutta Bowls, Club Pilates, Pet Supplies Plus, Experimac, and I Heart Mac and Cheese, noted their brands hire teens providing them with an opportunity to develop unique set of skills from a local business owner.

Subcommittee on Workforce Protections Holds Hearing on Regulatory Reform and Economic Growth

Last week, the U.S. House Education and the Workforce Committee's Workforce Protections Subcommittee held a hearing on workforce regulations titled, "[Regulatory Reform: Unleashing Economic Opportunity for Workers and Employers.](#)" Among the witnesses, Karen Harned, Executive Director of the National Federation of Independent Business's Small Business Legal Center, and Douglas Holtz-Eakin, President of the American Action Forum, advocated for regulatory and legislative solutions for small businesses, including joint employer.



During the hearing, Holtz-Eakin said: "There was also a joint employer decision that was done in the NLRB, its future is not clear, but there was an administrative interpretation in the Department of Labor which moved from a direct control standard to a direct or indirect, leaving a lot of ambiguity, potential litigation, and costs for employers. This administrative interpretation has been reversed, that unwinds in part some tremendous damage in particular in the franchise industry which is most deeply affected by this. [The franchise industry] was the fastest source of job growth in the recovery [after the recession] and where the issues of the joint employer decisions visibly slowed the franchise employment growth."

To view the hearing, click [here](#).

Register Now: FAN Annual Meeting 2018



The Franchise Action Network Annual Meeting is our IFA Washington, D.C. fly-in, which gives you the opportunity to meet with your representatives in Congress to discuss topics that can affect your business. You will get the chance to team up with other IFA members from your state to discuss the positive influence of the franchise community and create a relationship with your lawmakers -- which can have a lasting impact on your business.

Relive some of our moments from last year's Franchise Action Broadcast [here](#) to see how easy it is to speak with your member of Congress.

WHEN: Sept. 4-7, 2018

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

Register [here](#) now.

Are You a Franchise Influencer? Take Our Influencer Index to Find Out!

To capture the existing relationships and political capital within the Franchise Action Network, we have deployed 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!](#)

New Democrat Coalition Staff Visit McDonald's in Rosslyn, Va.



On Friday, May 25, McDonald's franchisee, Carlos Mateos, hosted Congressional staffers from the New Democrat Coalition in Rosslyn, Va., for a tour of the "McDonald's of the Future" to see how technology is being incorporated, how workers are adapting, and how the customer experience is changing. The restaurant is among the chain's most modern, with large flat-screen ordering kiosks, flat-screen soda dispensers, a display case for McCafe pastries and sleek decor. The visitors discussed McDonald's innovative initiatives while receiving a hands-on owner-operator and crew experience.

Senator Casey Introduces Veteran Entrepreneurs Act



On Thursday, May 24, Sen. Bob Casey (D-Penn.) introduced the *Veteran Entrepreneurs Act*, which would provide veterans with a 25 percent tax credit on the initial franchise fee, lightening the financial burden of starting their own business. Comfort Keepers franchise owner and 35-year military veteran, Stuart Mellon said the legislation would help veterans take the next step into civilian life by making franchise ownership a financially accessible dream.

In the News

[NLRB Acting Like It Has Something to Hide](#), *The Wall Street Journal*
[Senators: Labor Board Is Using Regulation to 'Evade' Ethics Issue](#), Bloomberg
[Minimum Wages Might Mean Fewer Benefits, So Let's Not #Fightfor15](#), *Forbes*
[Does Regulatory Rollback Help Biz, Hurt Workers? Panel Considers](#), Bloomberg
[Pushing for Clarity: Joint Employer Issue Heats Up in Washington](#), *Lodging Magazine*
[Supreme Court upholds agreements that prevent employee class-action suits](#), *The Hill*
[New Jersey Minimum Wage Study Finds Trouble](#), *Inside Sources*
[Teens seeking summer job... Good luck](#), *USA Today (Deming Headlight)*

Tweets of the Week:

[Congressional Staffers from the New Democrat Coalition visited McDonald's in Rosslyn, VA to see how technology initiatives are changing the worker and customer experience.](#)
[@HouseNewDems](#) [@mcdmateos](#) [@McDonaldsCorp](#)

[Your representatives in Congress will be waiting to hear your franchising story at the @FranchiseAction Annual Meeting, Sept. 4-7 in Washington, DC. Register today. #FAN2018](#)

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Featured FAN: Margaret Lewis



Margaret owns the iLoveKickboxing location in Southington, CT. She chose to open her first of three studios in Southington based on market research. She plans to open two more locations in Connecticut in the next two years. Prior to owning a iLoveKickboxing franchise, Margaret was in marketing for 37 years. Initially she had no intentions of investing in a workout studio. Then she suffered a stroke two years ago and found herself coming home in a wheelchair after almost a month in the hospital. Margaret turned to fitness in order to overcome painful physical obstacles.

Franchising Facts - Did You Know?

The average royalty fees paid by franchisees range from 3% to 6% of monthly gross sales.

