



This FANmail is brought to you by: Azim Saju

"As a franchisee and small business owner, your story about risk and job creation will resonate with your congressional representative and help protect us from misguided legislation which can cost your business a lot of unnecessary time and money."

-- Azim Saju, Vice President of Hotel Development and Management Group

Cresanti Discusses Joint Employer in Exclusive Interview with *CNBC*



Last week, federal Administrative Law Judge Lauren Esposito rejected McDonald's proposed settlement in a major joint employer case. IFA President and CEO Robert Cresanti, CFE, appeared on *CNBC* for an exclusive interview commenting on the decision. "The confusion that's been created about a very simple question like 'Who is your employer?' is causing enormous pressure on people's growth and getting into the franchise sector, opening new businesses, and hiring new employees," he said.

Watch the full video [here](#).

IFA Senior Vice President Matt Haller joined the [commentary](#) on the development noting, "the upshot is there still is significant uncertainty and ambiguity for the way 730,000 businesses operate, and that's unfortunate because these are all small businesses who could be creating more jobs, more opportunities, more employment, and realizing more benefits from things like tax law, were it not for this ongoing joint employer problem."

IFA and SBA Discuss Franchising on Capitol Hill



The U.S. Small Business Administration (SBA) and the IFA joined together on Thursday for a panel discussion with staff on Capitol Hill titled, *Franchising: America's Hidden Small Business Opportunity*. IFA Vice President of Government Relations and Public Policy, Suzanne Beall, and Stephen Olear, SBA Franchise Counsel discussed why franchises are considered small businesses, and the resources SBA offers to anyone seeking franchise opportunities.

Register Now for the Franchise Action Network Annual Meeting



The Franchise Action Network Annual Meeting gives you the opportunity to meet with your representatives in Congress to discuss topics that can affect your business such as joint employer and tax reform. 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. With the current legislative climate, we need your voice to be heard, now more than ever.



DONNA BRAZILE
FORMER DNC CHAIR



MICHAEL STEELE
FORMER RNC CHAIR

Register [here](#) now to hear from Donna Brazile, former DNC Chair, and Michael Steele, former RNC Chair.

WHEN: Sept. 4-7, 2018

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

IFA Members Discuss Business Optimism



The New York Times featured several IFA members speaking on business optimism given the ‘heat wave’ of trade conflicts. Mike Ferretti, CEO of Great Harvest Bread Company, and Mark Liston, President of Glass Doctor in Waco, Texas, commented on the benefits of the newly enacted tax law and how it has enabled them to start investing back into American soil.

“The tax reform package truly does put more money in our pockets now,” Ferretti said, “so we have more money to grow the business.”

“Those of us who are outside the Beltway, we ask, ‘How is my checkbook, how are my investments, how’s my job security? And if all those are positive, I feel O.K. spending money,” added Mark Liston (*pictured*).

Read more [here](#).

Franchise Business Network Meeting with Chairman Kevin Brady in Houston, Texas on August 6th

On Monday, Aug. 6, U.S. House Committee on Ways & Means Chairman, Kevin Brady (R-Texas) will discuss tax reform and joint employer at the Franchise Business Network Meeting in Houston, Texas. Rep. Brady was one of the true architects of the Tax Cuts & Jobs Act that is predicted to save franchise businesses \$8 billion in taxes per year. This is a unique opportunity to meet with an important member of Congress who knows and cares about franchise small businesses.

WHAT: Franchise Business Network Luncheon

WHO: The Honorable Kevin Brady (R-Texas) will discuss tax reform & joint employer

WHEN: Monday, August 6, 2018, 12:30 pm

WHERE: Dickey’s Barbecue Pit, 1614 Louetta Road Spring, TX, 77388

RSVP [here](#).

In the News

[Dynamex And the Joint-Employer Standard: What Test Applies?, *JD Supra*](#)
[7 Fast-Food Chains to End 'No Poach' Deals That Lock Down Low-Wage Workers, *New York Times*](#)
[Judge Rejects Settlement Over McDonald's Labor Practices, *New York Times*](#)
[McDonald's Will Remain Locked in Labor Battle With Fight for \\$15 \(1\), *Bloomberg*](#)
[Trump Should Not Reappoint Pearce to NLRB, *Townhall*](#)
[State Attorneys General Put Anti-Poaching Clauses In Their Sights, *Forbes*](#)

Tweets of the Week:

[In case you missed our Pres. & CEO @RobertCresanti discussing joint employer on CNBC, you can check it out here!](#)

[Great morning as IFA's CEO @RobertCresanti spoke with @c_lindner, @lambsdorff, and @michael_g link of the @fdp, and @jacobheilbrunn, @pfeifle, and @gmfus about transatlantic security, trade, and investment from the perspective of American businesses. Danke!](#)

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Featured FAN: Azim Saju



Azim F. Saju is a principal with Hotel Development & Management Group, LLC (HDG). HDG has 13 hotels throughout four different brands in its portfolio. He is also chairperson of the Choice Hotels Owners' Council.

Azim received his law degree from the University of Florida and undergraduate degree in economics from Davidson College.

Franchising Facts - Did You Know?

It is estimated that the franchise industry accounts for approximately 50 percent of all retail sales in the U.S.

