



This FANmail is brought to you by: Ty Brewster

"The FAN Annual Meeting is great opportunity to meet up with good friends and stand shoulder to shoulder as we fight for the ability to keep franchising relevant on the national level. Meeting with the leaders in Washington DC each year and sharing with them the needs of the franchising community is one of the highlights of my year."

-- Ty Brewster, Franchise Real Estate Broker at Keyser

Franchise Business Summit in Minneapolis



On Thursday, IFA's Vice President of Federal Government Relations, Michael Layman, spoke at the *Faegre Baker Daniels* Franchise Summit in Minneapolis, MN. The summit addressed many hot-topic issues surrounding the franchise community and hosted panel discussions on business leadership and tips for running a successful franchise business. Layman provided an update on IFA's current and upcoming public policy priorities. Additionally, IFA Past Chair, Doc Cohen, spoke about the importance of involvement with IFA and franchisee participation at the Franchise Action Network Annual Fly-In.

Rep. Gus Bilirakis Visits Quality Inn and Suites in Port Richey, Florida



Last week, Franchisee Forum member Azim Saju of HDG Hotels hosted Rep. Gus Bilirakis (R-Fla.) at his Quality Inn and Suites property in Port Richey, FL to tour the location and discuss ongoing franchise issues. During his tour, Rep. Bilirakis met with hotel staff members to learn about their day-to-day tasks. Several other franchise owners from the area were also in attendance to hear from Rep. Bilirakis on tax reform.

Event with Rep. Stephanie Murphy in Maitland, Florida



This week, Rep. Stephanie Murphy (D-Fl.) attended a FAN event in Maitland, Florida, to discuss the current legislative climate. Tom Epstein (pictured left) of Franchise Payments Network was among the attendees and thanked Rep. Murphy for her continued support of franchising. Former NBA star, Grant Hill, was also in attendance as a guest speaker for the event.

Rep. Dave Brat Visits Sport Clips in Richmond, Virginia



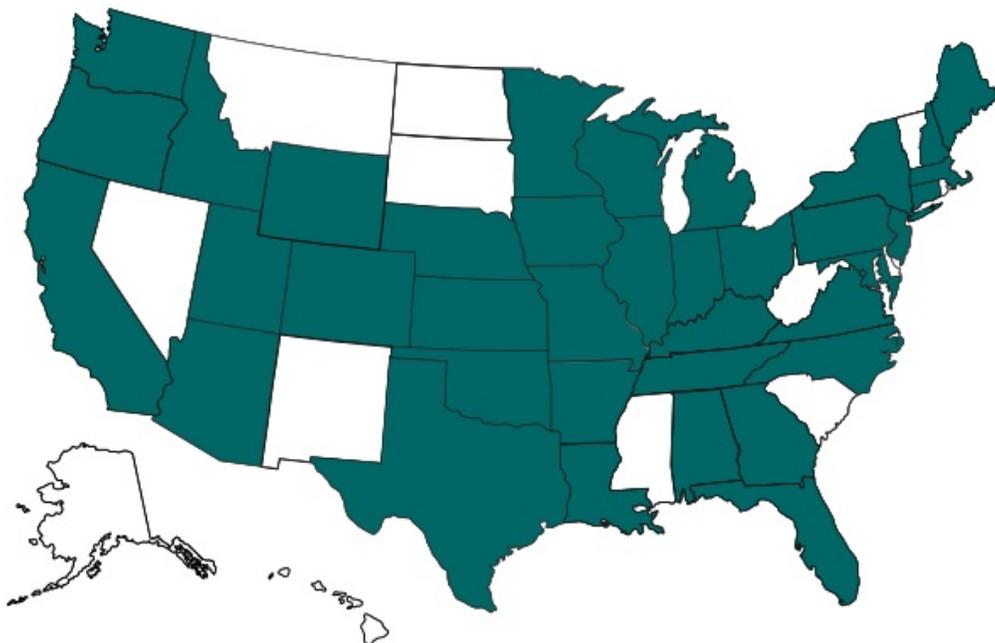
On August 14, Sport Clips franchise owner Debra Sawyer hosted Rep. Dave Brat (R-Va.) at her Sport Clips location in Richmond, Virginia. Sawyer and her team discussed ongoing franchise issues including tax reform and joint employer. Among other topics of discussion were rising cost of health care premiums and the implications of 'Medicare for All' for small businesses.

Rep. Kay Granger Visits FranFund in Fort Worth, Texas



Last week, Rep. Kay Granger (R-Tex.) visited FranFund in Fort Worth, Texas to discuss the issues facing franchising. Hosted by FranFund CEO Geoff Seiber and COO & Director of Strategic Relationships Sherri Seiber, Rep. Granger discussed joint employer, tax reform and the importance of franchising with the FranFund team.

Register Now for the Franchise Action Network Annual Meeting



Is your state highlighted in green? If not, that means your state will have NO representation at the upcoming Franchise Action Network Annual Meeting. During this event, franchise professionals will be grouped by their congressional districts and meet

with their representatives on Capitol Hill to discuss issues that impact their business.
THERE IS STILL TIME TO REGISTER!

The fly-in will also be a great opportunity to hear from Sen. Rand Paul (R-KY), former Democratic National Committee chair Donna Brazile, and former Republican National Committee chair Michael Steele during our general sessions. Register now to be part of the voice of franchising!

WHEN: Sept. 4-7, 2018

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

Register [here](#).

Major Pushback on Renomination of NLRB's Member Mark Pearce



Former CKE Restaurants CEO, Andy Puzder, penned an [op-ed](#) in *Fox News* arguing against the reappointment of Pearce to the NLRB. Puzder discusses Pearce's "anti-employee (particularly private sector employees who did not want to join a union) and anti-business" agenda which has discouraged economic growth. "Renominating Mark Pearce to the NLRB would diminish America's pro-business, job-growing enthusiasm and send mixed signals to the next generation of entrepreneurs looking to the president for leadership," Puzder noted.

Last week, *The Wall Street Journal's* editorial board published an [article](#) grilling NLRB member Mark Gaston Pearce (D) for his constant efforts to overturn years of board precedent, such as the joint employer standard. The editorial board argued that Pearce's renomination to the NLRB would do more harm than good rewarding "obstructionism and lawlessness".

Pearce continues to receive opposition from business groups and free market advocacy groups for his anti-business agenda as his term nears expiration on August 27.

House Members Request Department of Labor Issue Joint Employer Rulemaking

Last week, Reps. Bradley Byrne (R-Ala.) and Henry Cuellar (D-Tex.) sent a [letter](#) to Labor Secretary Alexander Acosta requesting the Department of Labor issue a rule to clarify the joint employment standard under the Fair Labor Standards Act (FLSA). Reps. Cuellar and Byrne alluded to the uncertainty of the standard and how it continues to burden small businesses with limited resources. The positive development comes alongside the expected Notice of Proposed Rulemaking (NPRM) on joint employer from the National Labor Relations Board (NLRB) this summer.

Bloomberg covered the bipartisan push for an FLSA joint employer regulatory solution [here](#).

Treasury Department Issues Rule on Tax Reform

On August 8, the U.S. Department of the Treasury issued a [proposed regulation](#), affecting section 199A of the tax code, which outlines the types of companies and professionals eligible to qualify as "pass-through" entities, to receive a twenty percent tax deduction. Under the recently-enacted tax law, pass-through businesses – typically S-corporations, partnerships, LLCs, and sole proprietorships – are eligible for a twenty percent annual deduction on qualified business income. The law excludes "specified service trades or businesses" from this deduction. A business is included in this category if its principal asset is the reputation or skill of its employees. IFA has argued that the business of franchising should not be considered to meet the definition of a specified service trade or business.

Read more [here](#).

In the News

[GOP Senator Rebuffs Interference Claims in McDonald's Labor Case](#), *Bloomberg*
[Republicans Must Take Back Control of National Labor Relations Board](#), *Competitive Enterprise Institute*

[Senate Talking Deal on Trump Nominees, NLRB Member Pearce](#), *Bloomberg*
[Trump can reduce business overregulation by taking this important step](#), *Fox News*

[NLRB Chief: Democrats 'Improperly' Meddling in McDonald's Case](#), *Bloomberg*
[8 Fast-Food Chains Will End 'No-Poach' Policies](#), *New York Times*

[Labor Department Pressed for 'Joint Employer' Rule](#), *Bloomberg*
[Big Labor's Obama Holdover](#), *The Wall Street Journal*

[Pa. Businesses Push Back on Plan to Boost Overtime Eligibility](#), *Bloomberg*

[Trump Appointees Urged to Bow Out of McDonald's Labor Fight](#), *Bloomberg*

[Calif. Lawmakers Won't Take Up Question of Who Is an Employee](#), *Bloomberg*

Tweets of the Week:

[IFA's Michael Layman spoke on IFA's legislative priorities at the Franchise Business Summit in Minneapolis @FaegreBD](#)

[Franchise Payments Network's Tom Epstein met with @RepStephMurphy thanking her for supporting franchising @franpaynet](#)

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Featured FAN: Ty Brewster



As an active member of the International Franchise Association Membership Committee, Ty Brewster focuses his efforts on the fast-paced growth of the franchise industry. Ty works diligently to stay up to date on the latest retail trends in markets large and small around the country, as well as the big data trends supporting the industry.

Through the use of technologies and retail experience, Ty is able to provide his clients with clear direction as they navigate markets from Florida to Washington to Maine. As a franchisor, the client experience needs to be 100%

consistent whether the market is South Carolina or Oregon. Ty strives to provide that consistent experience with selfless service and dedication to his clients day and night.

Prior to joining Keyser, Ty worked as an Oracle Database Administrator and developed over twenty years of retail experience working with such companies as Charles Schwab, Wachovia and BancOne. Throughout his career Ty has worked to merge technology with decision making to improve long-term results for his clients and partners.

Franchising Facts - Did You Know?

95% of new franchisees are still in business after 5 years.

