



























THE LIST

FRANCHISERS

Ranked by number of franchised units

► NEXT WEEK

Security Brokerage Firms

Rank		Company • name • address • website	Units		Description of Franchise Operation	Cost • initial investment • initial franchise fee • royalty (% of sales)	New Franchise Contact • name	Top Local Executive • name • title • phone	
			Total Franchises • 2023 • 2022	Company-Owned Locations • 2023 • 2022					
1		<b>Dine Brands Global</b> 10 W. Walnut Street Pasadena 91103; dinebrands.com	<b>3,500</b> 3,500	0 0	full-service restaurants, fast casual concepts	\$888,000 - \$3,700,000 \$35,000 - \$50,000 4% - 4.5%	Scott Gladstone	John Peyton CEO 866-995-DINE	
2		<b>Fat Brands Inc.</b> <sup>1</sup> 9720 Wilshire Blvd., Suite 500 Beverly Hills 90212; fatbrands.com	<b>2,500</b> <sup>2</sup> 2364	126 <sup>3</sup> 126	casual restaurants	349,000.00 – 5,107,000.00* 25,000 – 50,000* 4 – 6 %	Taylor Wiederhorn	Ken Kuick Co-CEO, CFO Rob Rosen Co-CEO, Head of Capital Markets (310) 402-0606	
3		<b>Yoshinoya America Inc.</b> <sup>5</sup> 991 W. Knox St. Torrance 90502; yoshinoyaamerica.com	<b>2,000</b> <sup>2</sup> 2000 <sup>2</sup>	NA NA	Japanese fast-food chains	385,000 - 1,360,300 27,500 5.5	Vinnie Calcagni	Jon Gilliam CEO (310) 527-6060	
4		<b>Merle Norman Cosmetics Inc.</b> 9130 Bellanca Ave. Los Angeles 90045; merlenorman.com	<b>1,110</b> <sup>2</sup> 1,110 <sup>2</sup>	2 <sup>3</sup> 2 <sup>3</sup>	retail sale of Merle Norman Cosmetics products	39,471 - 180,888 0 0	Anne Marie Nicolet	Jack Nethercutt II Chair, President (310) 641-3000	
5		<b>Mathnasium</b> 5120 W. Goldleaf Circle, Suite 400 Los Angeles 90056; mathnasium.com	<b>1,100</b> <sup>2</sup> 1039 <sup>3</sup>	NA NA	math-only learning centers for children grades 2-12	112,750 - 149,110 49,000 10 and \$500/month		Mike Davis CEO (323) 421-8000	
6		<b>International Coffee &amp; Tea</b> 1800 Vine St. Los Angeles 90028; coffeebean.com	<b>1,015</b> <sup>2</sup> 1005 <sup>2</sup>	832 <sup>3</sup> 832 <sup>3</sup>	Coffee Bean & Tea Leaf specialty coffee locations	296,500 - 615,500 25,000 5.5	Gregg Benvenuto	Sanjiv Razdan President (310) 237-2326	
7		<b>Gyu-Kaku</b> 1225 W. 190th St., Suite 375 Gardena 90248; gyu-kaku.com	<b>805</b> <sup>2</sup> 800 <sup>3</sup>	NA NA	Japanese barbecue restaurants	1,184,424 - 2,496,498 50,000 5	Aki Yamaguchi	Toshi Hayakawa President (310) 532-1137	
8		<b>My Gym Enterprises</b> 15300 Ventura Blvd., Suite 523 Sherman Oaks 91403; mygym.com	<b>715</b> <sup>2</sup> 700 <sup>3</sup>	NA NA	early learning play center for children ages 6 weeks to 9 years	125,000 - 240,000 55,000 7	Michael Chalovich	Cory Bertisch CEO (800) 469-4967	
9		<b>Carmen Steffens</b> 4607 Lakeview Canyon Road, Suite 434 Westlake Village 91361; carmensteffens.com	<b>560</b> <sup>2</sup> 550 <sup>2</sup>	NA NA	retail stores selling Carmen Steffens shoes, handbags and accessories	400,000 - 700,000 35,000 5	Gabriel Spaniol	Mario Spaniol CEO, President (800) 290-6387	
10		<b>Menchie's Group Inc.</b> 20631 Ventura Blvd., Suite 200 Woodland Hills 91364; menchie's.com	<b>550</b> <sup>2</sup> 540 <sup>2</sup>	NA NA	frozen yogurt	310,000 - 392,710 40,000 6		Amit Kleinberger CEO (818) 708-0316	
11		<b>JEI Self-Learning Systems Inc.</b> 4465 Wilshire Blvd., Suite 302 Los Angeles 90010; jeilearning.com	<b>500</b> <sup>2</sup> 490 <sup>3</sup>	NA NA	individualized supplemental education program	69,500 - 115,000 22,500 varies	Eugene Ahn	June Park VP (323) 803-7152	
12		<b>Wetzel's Pretzels</b> 35 Hugus Alley, Suite 300 Pasadena 91103; wetzels.com	<b>370</b> 360 <sup>3</sup>	37 37	hand-rolled pretzels, lemonade, hot dogs	164,950 - 405,850 35,000 7	Ross Duggal	Vincent Montanelli COO (626) 432-6900	
13		<b>Blaze Pizza</b> 35 N. Lake Ave., Suite 710 Pasadena 91101; blazepizza.com	<b>327</b> <sup>2</sup> 323 <sup>3</sup>	12 <sup>3</sup> 12 <sup>3</sup>	fast-casual pizza chain	541,500 - 1,150,500 30,000 5	Ed Yancey	Beto Guajardo CEO (626) 584-5880	
14		<b>Shakey's USA Inc.</b> <sup>6</sup> 2200 W. Valley Blvd. Alhambra 91803; shakeys.com	<b>307</b> <sup>3</sup> 257	171 <sup>3</sup> 0	pizza parlor	776,500 35,000 5	Sonia Barajas-Najera	Nick Mayer CEO, President (626) 576-0616	
15		<b>Sky Zone</b> 1201 W. 5th St., Suite T-340 Los Angeles 90017; skyzone.com	<b>300</b> <sup>2</sup> 280 <sup>3</sup>	NA NA	all-walled trampoline parks	1,300,829 - 2,765,428 60,000 6		Elizabeth Blair CEO (310) 734-0300	
16		<b>Waba Grill Franchise Corp.</b> 13191 Crossroads Parkway North, Suite 525 City of Industry 91746; wabagrill.com	<b>200</b> <sup>2</sup> 200 <sup>3</sup>	20 <sup>3</sup> 20 <sup>3</sup>	healthy fast food	500,000 25,000 5	Steven Wang	Andrew Kim CEO, President (562) 908-9222	
17		<b>911 Restoration Franchise Inc.</b> 7721 Densmore Ave. Van Nuys 91406; 911restorationfranchise.com	<b>165</b> <sup>3</sup> 156 <sup>3</sup>	3 <sup>3</sup> 3 <sup>3</sup>	restoration services	50,000 - 150,000 49,000 3 - 10	Alex Mariscal	Miri Offir CEO (747) 233-6218	
18		<b>Eaglerider Motorcycle Rental and Tours</b> 11860 S. La Cienega Blvd. Hawthorne 90250; eaglerider.com	<b>147</b> <sup>2</sup> 145 <sup>3</sup>	NA NA	motorcycle rentals & tours	50,000 - 300,000 8,000 10	Chad Short	Chris McIntyre CEO, President (310) 536-6777	

<sup>1</sup> Includes Buffalo's Franchise Concepts Inc.  
<sup>2</sup> Information from company website.  
<sup>3</sup> Business Journal estimate.  
<sup>4</sup> Represents large range to account for the 17 franchise brands in Fat Brands portfolio.  
<sup>5</sup> Includes restaurants owned by parent company.  
<sup>6</sup> Includes international stores.  
NA - Not Available N/A - Not Applicable Note: Information on this list was provided by representatives of the franchises

and Franchise Disclosure Documents filed with the California Department of Business Oversight. Franchisers are ranked by number of franchised locations. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 11150 Santa Monica Blvd., Suite 350, Los Angeles 90025. ©2024 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media (877) 652-5295.

FRANCHISERS

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Rank		Company <ul style="list-style-type: none"><li>name</li><li>address</li><li>website</li></ul>	Units		Description of Franchise Operation	Cost <ul style="list-style-type: none"><li>initial investment</li><li>initial franchise fee</li><li>royalty (% of sales)</li></ul>	New Franchise Contact <ul style="list-style-type: none"><li>name</li></ul>	Top Local Executive <ul style="list-style-type: none"><li>name</li><li>title</li><li>phone</li></ul>	
			Total Franchises <ul style="list-style-type: none"><li>2023</li><li>2022</li></ul>	Company-Owned Locations <ul style="list-style-type: none"><li>2023</li><li>2022</li></ul>					
19		<b>Color Me Mine Enterprises Inc.</b> 630 S. Anderson St. Los Angeles 90023; colormemine.com	120 <sup>1</sup> 120 <sup>2</sup>	9 <sup>1</sup> 9 <sup>1</sup>	paint-it-yourself ceramics studios	165,950 - 228,000 25,000 - 30,000 5	Sean Goodwin	Sean Goodwin General Manager (818) 291-5900	
20		<b>Robeks Fresh Juices &amp; Smoothies</b> 5220 Pacific Concourse Drive, Suite 395 Los Angeles 90045; robeksfranchise.com	91 <sup>3</sup> 90 <sup>1</sup>	1 <sup>1</sup> 1 <sup>1</sup>	fresh juices, smoothies, premium bowls and toasts	258,450 - 353,000 30,000 7	Robert Campos	David Rawnsley President, CFO (310) 727-0500	
21		<b>It's Boba Time</b> 3255 Wilshire Blvd., Ste. 1420 Los Angeles 90010; itsbobatime.com	81 67	4 6	Juice & snack bar specializing in Boba	389,100 - 531,700 40,000 5	Daniel Heo	Eunice Pak President (213) 251-0001	
		<b>Relax the Back Corp.</b> 4600 E. Conant St. Long Beach 90808; relaxtheback.com	81 <sup>3</sup> 80 <sup>1</sup>	2 <sup>1</sup> 2 <sup>1</sup>	retailer of ergonomic and comfort products	221,000 - 361,200 29,500 2-5	Bill McClymonds Kurt Buehler	David Wood CEO (714) 523-2870	
23		<b>Jinya Ramen Bar</b> 3334 Burton Ave. Burbank 91504; jinya-ramenbar.com	63 <sup>3</sup> 58 <sup>1</sup>	NA NA	Japanese ramen restaurants	800,000 - 1,200,000 45,000 5		Tomo Takahashi CEO, Founder (323) 930-2477	
24		<b>Closet Factory</b> 12800 S. Broadway Los Angeles 90061; closetfactory.com	61 <sup>3</sup> 61 <sup>3</sup>	NA NA	custom storage	208,500 - 356,000 46,500 6.75	Dan Grandon	John La Barbera Co-CEO, CFO Gregory Stein Co-CEO, COO (310) 715-1000	
25		<b>Dog Haus</b> 22 Central Court Pasadena 91105; doghaus.com	50 <sup>3</sup> 41 <sup>1</sup>	3 <sup>1</sup> 3 <sup>1</sup>	hot dogs, sausages, burgers and craft beer restaurants	\$337,437 - \$1,295,300 \$40,000 6	Erik Hartung	Quasim Riaz Partner Andre Vener Partner Erik Hartung Executive VP (626) 796-4287	
		<b>CaliBurger</b> 6800 Owensmouth Ave., Suite 350 Canoga Park 91303; caliburger.com	50 <sup>3</sup> 45 <sup>1</sup>	NA NA	hamburger restaurants	322,000 - 807,000 60,000 6		John Miller CEO (818) 703-8300	
		<b>Oakwood Worldwide</b> One World Trade Centre, 24th Floor Long Beach 90802; oakwood.com	50 <sup>1</sup> 50	NA NA	corporate housing	361,800 - 658,000 varies 5.5		Dean Schreiber CEO (310) 478-1021	
28		<b>Ameci Pizza &amp; Pasta</b> 6603B Independence Ave. Canoga Park 91303; amecipizzaandpasta.com	40 38 <sup>1</sup>	6 6	restaurants serving pizza, pasta, salads and subs	300,000-450,000 25,000 6	Nick Andrisano	Nick Andrisano President (818) 712-0110	
29		<b>Pizza Man</b> 627 E. Colorado St. Glendale 91205; pizzamanorderonline.com	28 <sup>3</sup> 30 <sup>1</sup>	5 <sup>1</sup> 5 <sup>1</sup>	pizza, chicken, ribs and Italian dishes	100,000 25,000 4	Robert Ohanian	Robert Ohanian CEO, President (818) 522-3197	
30		<b>Qwench Juice Bar</b> 350 S. Grand Ave., Suite 3070 Los Angeles 90071; qwenchjuice.com	24 <sup>3</sup> 30 <sup>1</sup>	NA NA	juices, smoothie blends, bowls	278,150 - 515,400 40,000 6	Boris Horvat	Thomas Nariman CEO (323) 825-5373	
31		<b>Tapioca Express Inc.</b> 1908 Central Ave. South El Monte 91733; tapiocaexpress.com	23 26	23 26	tea-based beverages, coffee, juice, food at quick-service stores	100,000 - 200,000 9,000 - 15,000 3	Allyson Woo	Cheng-Wei Lin CEO (626) 453-0777	
32		<b>Rock &amp; Brews</b> 321 12th St., Suite 200 Manhattan Beach 90266; rockandbrews.com	22 <sup>3</sup> 17 <sup>1</sup>	NA NA	family-friendly, rock-themed restaurant experience	1,510,000 - 2,505,000 50,000 4	Dave Furano	Adam Goldberg CEO (310) 545-9977	
33		<b>Pizza Studio</b> 21781 Ventura Blvd., Suite 388 Woodland Hills 91364; pizzastudio.com	17 <sup>3</sup> 21 <sup>1</sup>	NA NA	fast-casual pizza restaurants	225,000 - 560,000 25,000 5.5	Anthony Mancilla	Ronald Biskin CEO (818) 224-5250	
		<b>Sansai</b> 12259 Crenshaw Blvd., Suite C Hawthorne 90250; sansaigrill.com	17 <sup>3</sup> 11 <sup>1</sup>	NA NA	Japanese grill restaurant	440,900 - 801,000 35,000 5.5		Ronald Dharmika CEO (310) 676-2809	
35		<b>Cardio Barre Franchise</b> 12530 Riverside Drive Studio City 91607; cardiobarre.com	15 <sup>3</sup> 5 <sup>1</sup>	NA NA	fitness studio	131,663 - 165,163 35,000 8		Richard Giorla CEO (818) 761-6006	
36		<b>Drnk Coffee + Tea</b> 350 S. Grand Ave., Suite 3070 Los Angeles 90071; drnkcoffee.com	14 <sup>3</sup> 15 <sup>1</sup>	NA NA	coffee, tea, fresh food	253,150 - 515,500 40,000 6	Boris Horvat	Thomas Nariman CEO (323) 825-5373	

<sup>1</sup> Business Journal estimate.  
<sup>2</sup> Information from Franchise Times.  
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Researched by Andrew Crowley

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Rank		Company • name • address • website	Units		Description of Franchise Operation	Cost • initial investment • initial franchise fee • royalty (% of sales)	New Franchise Contact • name	Top Local Executive • name • title • phone	
			Total Franchises • 2023 • 2022	Company- Owned Locations • 2023 • 2022					
37		<b>Al &amp; Ed's Autosound</b> 3761 S. Hill St. Los Angeles 90007; al-eds.com	12 <sup>1</sup> 14 <sup>2</sup>	NA NA	mobile electronics	60,000 5,000 2	Shawn Razipour	Robert Calderon President (818) 908-5710	
		<b>Midici</b> 20631 Ventura Blvd., Suite 200 Woodland Hills 91364; mymidici.com	12 <sup>1</sup> 16 <sup>2</sup>	NA NA	Neapolitan pizza	611,616 - 752,948 46,000 5		Amit Kleinberger CEO (818) 708-0316	
39		<b>800 Degrees Woodfired Kitchen</b> 1539 Vine St. Los Angeles 90028; 800degreespizza.com	9 <sup>1</sup> 16 <sup>2</sup>	NA NA	fast-casual pizza restaurants	782,500 - 1,609,500 25,000 - 40,000 5	Anthony Carron	Anthony Carron Chief Brand Officer, Founder (323) 538-0275	
40		<b>Bellacures Nail Salons</b> 311 N. Robertson Blvd., Suite 620 Beverly Hills 90211; bellacures.com	8 <sup>1</sup> 7 <sup>2</sup>	NA NA	nail salons	112,300 - 260,417 40,000 6		Gerard Quiroga President (310) 961-3611	
41		<b>PizzaRev</b> 2535 Townsgate Road, Suite 101 Westlake Village 91361; pizzarev.com	3 <sup>1</sup> 11 <sup>2</sup>	NA NA	fast-casual pizza restaurants	468,500 - 903,000 15,000 - 30,000 5	Dave Olson	Matthew Avila Director of Corporate Operations (805) 418-5202	
42		<b>Go Greek Yogurt</b> 450 Bedford Drive, Suite 206 Beverly Hills 90210; gogreekyogurt.com	2 <sup>1</sup> 3 <sup>2</sup>	NA NA	Greek frozen yogurt	NA NA NA		Jonathan Williams- Margaritakis CEO (310) 859-2711	
43		<b>Top Round Roast Beef</b> 1000 S. La Brea Ave. Los Angeles 90019; eattopround.com	1 <sup>1</sup> 2 <sup>2</sup>	2 <sup>1</sup> NA	quick-service roast beef sandwiches	350,000 - 1,000,000 25,000 - 40,000 5	Steve Fretz	Steve Fretz Co-Owner (213) 304-0354	
		<b>NorthStar Moving Co.</b> 19401 Business Center Dr Northridge 91324; northstarmoving.com	1 1	NA NA	moving and storage company	\$116,000 - \$233,000 50,000 7.5	Ram Katalan	Laura McHolm Co-Founder, Director of Marketing (800) 275-7767	

<sup>1</sup> Information from company website.<sup>2</sup> Business Journal estimate.

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