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50 Top Franchises for Minorities

by Rob Bond and C. Everett Wallace

(Article dimensions have been modified for easier reading)

The National Minority Franchising Initiative (NMFI) recently completed its seventh annual survey to analyze the progress of minorities within the franchising community. From over 400 detailed responses, Franchising two overarching conclusions can be drawn. First, the overall percentage of minority participation in the franchise industry continues to grow. Second, while ownership among African-Americans has increased, there have been substantial increases in the number of Hispanics, Asian-Americans and Other (generally Indian and Middle Eastern) minorities who own franchises. Although there is no conclusive way to interpret this increase from the returned questionnaires, our sense is that these groups are attracted to the business by three primary factors: 1) Technical and/or language skills are not required in many of the industries highlighted; 2) The cost of entry is generally modest; and 3) Franchisor management has specifically prioritized the aggressive recruitment and on-going support of these groups. The long-term key here is on-going support.

The questionnaire, ([click here](#)) designed by NMFI (a subsidiary of the World Franchising Network), asked franchisors two primary questions: 1) List the minority (African-American, Asian-American, Hispanic, South Asian, etc.) participation among franchised and company-owned units, and 2) indicate the minority representation among senior management. From the 400+ questionnaires returned, we selected 50 companies that are clear leaders in the industry. The subsequent list of 50 Top Franchises for Minorities is an excellent starting point in your search for an optimal franchise that meets your needs, experience and financial capabilities. While the percentage of minority participation is certainly a factor in the selection process, your primary focus should be on a company's reputation within the marketplace, their on-going support of their franchisees, their financial stability, and whether you can make a return on your investment (both financial and time committed) as a franchisee. The single most important-factor, however, though it is difficult to determine, is the success and happiness among the existing franchisees, particularly the minority segment.

Among the 50 franchisors selected, we thought it might be helpful to highlight several representative companies that have exceptional records in the minority makeup of their franchised operations and/or senior management.

Company	Total Units	Minority %	Management %	Industry
7-Eleven	7,761	57%	19%	Convenience
Anago Cleaning Systems	2,431	89%	50%	Maintenance
Charleys Philly Steaks	507	66%	43%	Food-Service
Church's Chicken	1,205	78%	44%	Food-Service
Coverall North America	9,134	86%	8%	Maintenance

Denny's	1,683	47%	NR	Food-Service
Estrella Insurance	62	100%	100%	Insurance
Eye Level Learning Centers	191	74%	69%	Child Learning
Fiesta Auto Insurance	151	85%	33%	Insurance
Flame Broiler, The	142	97%	100%	Food-Service
Genghis Grill	111	46%	100%	Food-Service
Golden Krust Bakery	107	100%	90%	Food-Service
Jan-Pro	10,120	85%	14%	Maintenance
Jani-King International	10,000	60%	20%	Maintenance
Kiddie Academy	115	51%	NR	Child Learning
Manchu Wok	140	64%	38%	Food-Service
Pronto Insurance	124	97%	100%	Insurance
Regal Nails	874	99%	83%	Beauty Services
Vanguard Cleaning Systems	2,794	88%	33%	Maintenance

If you are considering investing in a franchise, the NMFII (www.WorldFranchising.com) has various resources (detailed franchisor profiles, links, access to publications, FDDs, Item 19s, etc.) that could be of assistance. Our advice is to always do your homework.

50 Top Franchises for Minorities

Selected by the National Minority Franchising Initiative - NMFII

COMPANY	INTERNET
360Clean	www.360clean.com
7-Eleven	www.franchise.7-11.com
Always Best Care Senior Services	www.alwaysbestcare.com
Anago Cleaning Systems	www.anagousa.com
ATAX Accounting & Financial Services	www.ataxfranchise.com
Bricks 4 Kidz	www.bricks4kidz.com
BurgerFi	www.burgerfi.com
Charley's Grilled Subs	www.charleys.com
Choice Hotels International	www.choicehotelsfranchise.com
Church's Chicken	www.churchsfranchise.com
Coverall Health-Based Cleaning System	www.coverall.com
CruiseOne	www.cruiseonefranchise.com
Denny's	www.dennysfranchising.com
Doc Popcorn	www.docpopcorn.com
Engineering for Kids	www.engineeringforkids.net
Estrella Insurance	www.estrellainsurance.com
Eye Level Learning Center	www.myeyelevel.com
Fantastic Sams	www.fantasticsamsfranchises.com

Fiesta Auto Insurance and Tax Service	www.fiestafranchise.com
Five Star Painting	www.fivestarpaintingfranchise.com
Flame Broiler, The	www.flamebroilerusa.com
Gateway Cigar Store/Newstands	www.gatewaynewstands.com
Genghis Grill - The Mongolian Stir-Fry	www.genghisgrill.com
Golden Krust Caribbean Bakery & Grill	www.goldenkrustbakery.com
Jani-King International	www.janiking.com
Jan-Pro Cleaning Systems	www.jan-pro.com
KFC	www.kfcfranchise.com
Kiddie Academy	www.kiddieacademy.com
KidzArt	www.kidzart.com
Liberty Tax Service	www.libertytaxfranchise.com
Little Caesars	www.littlecaesars.com
Maids, The	www.themaidsfranchise.com
Manchu Wok (USA)	www.manchuwok.com
Massage Heights	www.massageheights.com
McDonald's Corporation	www.aboutmcdonalds.com
Mint Condition	www.mintconditioninc.com
NYS Collection Eyewear	www.nyscollection.com
Papa John's Pizza	www.papajohns.com
Plan Ahead Events	www.planaheadevents.com
Pop-A-Lock	www.popalock.com/franchising
Pronto Insurance	www.prontofranchise.com
RE/MAX	www.remax.com
Regal Nails Salons & Spa	www.regalnails.com
ServiceMaster Clean	www.ownafranchise.com
Seva Beauty	www.sevabeauty.com
Street Corner	www.streetcorner.com
Tropical Smoothie Café	www.tropicalsmoothiecafe.com
Tutor Doctor	www.tutordoctoropportunity.com
Vanguard Cleaning Systems	www.vanguardcleaning.com
WSI	www.wsicorporate.com