



THE FUTURE 50

The fastest growing small chains in America.

SAYONARA FRO-YO, HELLO HEALTHY.

The Future 50, our annual ranking of the fastest-growing small chains in the U.S., offers a snapshot of restaurant concepts on the rise: the up-and-comers that are the ones to watch, invest in or be inspired by.

The list brings to light some emerging trends. Where frozen yogurt once reigned (capturing the top spot in three of the previous four years), chicken now

soars. As you'll see in the ranking, Tampa, Fla.-based PDQ leads all others, with 280 percent year-over-year growth. Also thriving: better-for-you chains, tapping into consumers' desire for healthier menu options.

Compiled by our partners at Technomic, The Future 50 spotlights chains with annual sales between \$25 million and \$50 million and unit growth of at least 10 percent in 2013, a milestone signaling chains on the brink of national recognition and remarkable growth.

—The RB Editors



#49 ROOSTERS

Dublin, Ohio | Franchising: Yes

Sales \$41.3M* ↑ 11.6%

Units 31 ↑ 11%

AUV \$1.4M* 0%

There are burgers, subs and pizza—and, of course, there are the signature jumbo chicken wings. The varied menu and come-as-you-are attitude appeals to families and adults-only groups alike. But Roosters doesn't limit itself to traditional; it serves at local Ohio sporting events from its Roosters Roadshow truck and has concessions at Ohio State University's basketball stadium. To cut costs and preserve profits, most storefronts are developed from defunct restaurants instead of being built new, and members of the management team work from their homes.

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RANK/CHAIN	2013 SYSTEMWIDE SALES	CHANGE	TOTAL U.S. UNITS	CHANGE	AVERAGE UNIT VOLUME	CHANGE	FRANCHISING
1 PDQ	\$28.5M*	280%	18	260%	\$2.5M*	-1%	x
2 BurgerFi	\$44.5M*	178.1%	33	175%	\$2M*	-1%	x
3 Hakkasan	\$32M*	100%	5	67%	\$8M*	0%	
4 Del Frisco's Grille	\$44.1M	83.9%	11	120%	\$5.5M	5%	
5 Umami Burger	\$37.4M*	70%	22	57%	\$2.1M*	-1%	
6 Bareburger	\$33.4M*	62.9%	17	70%	\$2.5M*	-1%	x
7 Veggie Grill	\$26.6M*	60.7%	22	47%	\$1.4M*	0%	
8 Bowlmor Lanes	\$37.6M*	49.2%	14	100%	\$3.6M*	-0.6%	
9 Lime Fresh Mexican Grill	\$42.5M*	47.2%	27	23%	\$1.7M	-1.1%	x
10 Tender Greens	\$40.5M*	44.6%	12	33%	\$3.9M*	4.1%	
11 PepperJax Grill	\$31.2M*	44.4%	34	89%	\$1.2M	0%	
12 Pinstripes	\$30.8M*	42.6%	6	50%	\$6.2M*	-0.5%	
13 Taziki's Mediterranean Cafe	\$28.8M*	41.9%	31	55%	\$1.1M*	0%	x
14 The Original Brooklyn Water Bagel Co.	\$30.5M*	38.6%	19	36%	\$1.9M*	0%	x
15 16 Handles	\$32.4M*	37.9%	43	39%	\$875,000*	0%	x
16 Bobby's Burger Palace	\$38.6M*	36.9%	17	42%	\$2.7M*	-0.9%	
17 Marlow's Tavern	\$41M*	34%	13	18%	\$3.4M*	0.4%	
18 Chop't Creative Salad Company	\$44M*	33.3%	24	26%	\$2M*	4.1%	
19 Native Foods Café	\$33.2M*	30.2%	17	21%	\$2.1M*	3.9%	
20 Roti Mediterranean Grill	\$27M*	29.8%	20	33%	\$1.5M*	0%	
21 Freshii	\$31.6M*	29%	42	45%	\$890,000*	0%	x
22 Sharky's Woodfired Mexican Grill	\$33.6M	25.4%	21	11%	\$1.6M	10.3%	x
23 Barcelona Wine Bar & Restaurant	\$33.8M*	25.2%	9	50%	\$4.5M*	0%	
24 Elevation Burger	\$30M*	25%	32	10%	\$980,000*	2.1%	x
25 Mackenzie River Pizza Co.	\$25.7M	22.9%	19	19%	\$1.4M	3.5%	x
26 Bob's Steak & Chop House	\$30.6M*	22.4%	10	43%	\$3.6M*	0%	x
27 Pita Jungle	\$30.6M*	22.4%	20	18%	\$1.7M*	1.5%	x
28 Boloco	\$26.7M*	22.1%	23	15%	\$1.2M*	5.1%	x
29 Crave	\$30M*	20%	9	13%	\$3.5M*	0.6%	
30 Becks Prime	\$25.7M*	19.5%	15	15%	\$1.8M*	6.1%	
31 Fadó Irish Pub & Restaurant	\$47.8M*	19.5%	14	40%	\$4M*	-0.5%	
32 Eddie Merlot's	\$43M	19.4%	9	13%	\$4.8M	6%	
33 Wings Etc. Restaurant & Pub	\$27.2M*	17.4%	26	18%	\$1.1M*	0.4%	x
34 Gigi's Cupcakes	\$35M	17.2%	95	20%	\$400,000*	-10.1%	x
35 Karl Strauss Brewing Company	\$26.9M*	17%	8	14%	\$3.6M*	0.6%	
36 Zoup! Fresh Soup Company	\$39.6M*	16.5%	55	20%	\$785,000*	-0.6%	x
37 Lee's Sandwiches	\$26.2M*	16.4%	53	15%	\$530,000*	1.9%	x
38 Tokyo Joe's	\$25.6M*	16.4%	26	13%	\$1M*	5%	x
39 Pancheros Mexican Grill	\$48.8M*	16.2%	65	33%	\$855,000*	0%	x
40 Pluckers Wing Bar	\$30.2M*	16.2%	16	14%	\$2M*	0.5%	x
41 Taco Casa	\$31.3M*	15.9%	63	21%	\$545,000*	0.9%	x
42 Stanford's Restaurant & Bar	\$34.2M*	14%	10	11%	\$3.6M*	0.6%	
43 Alonti Catering Cafe	\$35.9M*	14%	42	31%	\$970,000*	0%	
44 Grimaldi's Coal Brick-Oven Pizzeria	\$31.9M*	13.9%	33	14%	\$1M*	0.5%	
45 Roberto's Taco Shop	\$34.8M*	13.7%	63	21%	\$605,000*	0.8%	
46 WaBa Grill	\$45.8M*	13.6%	53	21%	\$945,000*	-0.5%	x
47 Iron Hill Brewery & Restaurant	\$26.7M*	13.6%	10	11%	\$2.8M*	0.5%	
48 East Coast Wings & Grill	\$32.6M*	12.4%	27	17%	\$1.3M*	0.4%	x
49 Roosters	\$41.3M*	11.6%	31	11%	\$1.4M*	0%	x
50 Crumbs Bake Shop	\$48M*	11.6%	78	32%	\$701,000*	-11%	

Rankings are based on percent change in sales (all percent changes versus 2012 sales). *Technomic estimate