

# 10 FOR 2012

FROM **BURGERS** TO CHILD CARE TO **STAYING FIT**,  
OUR ANNUAL LIST OF TRENDS IN THE  
FRANCHISE WORLD SHOWS WHERE  
TO PUT YOUR MONEY TO MAKE MONEY

BY TRACY STAPP

**W**hat does the future hold for the franchise world? Some industries on *Entrepreneur's* list of 10 trends for 2012, like child care and senior care, have been going strong for years—thanks to the ever-growing demographic groups they serve—and show no signs of stopping. Others, like spa services and health services, have just started taking the franchise world by storm in recent years. Whether they're new or old, these are the franchise categories that are primed for continued growth over the next year—whatever the economic circumstances may be.

This list is not a ranking and is not intended as a recommendation of any particular franchise company. Hot or not, all opportunities should be researched thoroughly before you jump into one. That means carefully reading the FDD, consulting with an attorney and accountant, and talking to current and former franchisees to find out if the franchise is a good fit for you.

**Carla's Sandwiches & Burgers**

Sandwiches & burgers  
completeexpressfoods.com  
(813) 641-4104  
Total cost: \$124.5K-2.4M  
Total franchises/co.-owned: 1/0

**Charley's Grilled Subs**

Philly cheesesteaks, grilled subs,  
fries, salads  
charleys.com  
(800) 437-8325  
Total cost: \$103K-445.3K  
Total franchises/co.-owned: 404/30

**Cheba Hut Toasted Subs**

Toasted sandwiches, salads  
& munchies  
chebahut.com  
(970) 484-2007  
Total cost: \$149.5K-299.5K  
Total franchises/co.-owned: 14/0

**Cousins Subs**

Hot/cold subs, salads,  
soups, desserts  
cousinssubs.com  
(800) 238-9736  
Total cost: \$106.7K-288.3K  
Total franchises/co.-owned: 129/16

**Extreme Pita**

Pita wrap sandwiches, pizzas,  
smoothies, salads  
extremepita.com  
(888) 729-7482  
Total cost: \$156.5K-401.96K  
Total franchises/co.-owned: 249/2

**Firehouse Subs**

Submarine sandwiches  
firehousesubs.com  
(904) 886-8300  
Total cost: \$200.3K-385.7K  
Total franchises/co.-owned: 388/29

**Frullati Cafe & Bakery**

Salads, sandwiches, soups,  
fresh-baked goods  
kahalacorp.com  
(480) 362-4800  
Total cost: \$150.9K-511.3K  
Total franchises/co.-owned: 37/0

**The Great Steak & Potato Co.**

Philly cheesesteak sandwiches,  
fries, baked potatoes  
kahalamgmt.com  
(480) 362-4800  
Total cost: \$160.9K-511.8K  
Total franchises/co.-owned: 140/1

**Great Wraps**

Hot wrapped sandwiches, grilled  
subs, salads, smoothies  
greatwraps.com  
(404) 248-9900  
Total cost: \$132.5K-348.95K  
Total franchises/co.-owned: 73/1

**Groucho's Deli**

Subs & salads  
grouchos.com  
(803) 799-9867  
Total cost: \$72.7K-310K  
Total franchises/co.-owned: 23/1

**Jersey Mike's Subs**

Submarine sandwiches & salads  
jerseymikes.com  
(732) 223-4044  
Total cost: \$161.6K-418.4K  
Total franchises/co.-owned: 462/23

**Jimmy John's Gourmet**

**Sandwich Shops**  
Gourmet sandwiches  
jimmyjohns.com  
(800) 546-6904  
Total cost: \$305.5K-485.5K  
Total franchises/co.-owned: 1,202/26

**Larry's Giant Subs**

New York-style subs,  
sandwiches, salads  
larryssubs.com  
(800) 358-6870  
Total cost: \$159K-225K  
Total franchises/co.-owned: 70/6

**Lenny's Sub Shop**

Philly cheesesteaks, subs & salads  
lennys.com  
(901) 753-4002  
Total cost: \$137K-370.5K  
Total franchises/co.-owned: 129/17

**Mr. Goodcents Franchise Systems**

Submarine sandwiches & pasta  
mrgoodcents.com  
(800) 648-2368  
Total cost: \$161.7K-274.3K  
Total franchises/co.-owned: 92/3