



FRANCHISING
Building local businesses,
one opportunity at a time.

May 23, 2018

The Honorable Vern Buchanan
Chair
Subcommittee on Tax Policy
Ways and Means Committee
U.S. House of Representatives
Washington, DC 20515

The Honorable Lloyd Doggett
Ranking Member
Subcommittee on Tax Policy
Ways and Means Committee
U.S. House of Representatives
Washington, DC 20515

Dear Chairman Buchanan, Ranking Member Doggett, and Subcommittee Members:

Thank you for holding this important hearing today on how tax reform is helping small businesses grow our economy and create jobs. When tax reform was passed by Congress, the International Franchise Association (IFA) commended Congress for its hard work in reforming and modernizing our burdensome tax code, and we would like to provide the Committee a brief update on how changes to the tax code are helping franchises.

The franchise industry is projected to grow for the eighth consecutive year. In 2018, we expect franchise establishments to grow by 1.9 percent to 759,000, employment to reach 8.1 million workers, and the gross domestic product of the sector to increase by 6.1 percent to \$451 billion, or about 3% of U.S. GDP. The tax cuts are the key factor driving this economic growth, which is growing at even stronger pace than the prior year. We're also seeing the effects of tax reform at the ground level. In a testament to the positive impacts of the tax reform law, more than 360 franchise brands and individual franchise small business owners have signed a pledge to reinvest and grow their businesses, thanks to the beneficial changes to the tax code. Importantly, we're seeing that these pledges have become reality.

Since the tax bill was passed, we've been hearing from our members about how they have used their tax savings. Across franchising, from coast to coast, our members are not only benefiting from tax reform but using it to support their employees and communities. For example, Michael Brady, a franchisee in Jacksonville, Florida, has been able to give raises to all of his employees. In Little Rock, Arkansas, Danny Gililand used his tax savings to invest in a new location, replace outdated equipment, and raise the pay scale for every employee at his franchise small business.

As these stories demonstrate, the recent tax bill has allowed America's franchise small businesses to turn their tax savings into growth for their businesses and for the industry – and importantly to also pass along the benefits to their employees and communities. Thanks to tax reform, franchises are feeling economic certainty and optimism and we appreciate the work of this committee, which helped put this important policy in place. Thank you again for holding today's important hearing and for considering our views.

Sincerely,

A handwritten signature in black ink, appearing to read "Matt Haller", written in a cursive style.

Matt Haller
Senior Vice President of Government Relations & Public Affairs
International Franchise Association



Tax Reform Pledge Signers

To demonstrate the positive impacts of the recently passed tax reform bill, IFA and the Franchise Action Network are compiling names of franchise brands and individual owners around the country who have pledged to reinvest and grow their businesses, thanks to the beneficial changes to the tax code. Thank you to the people below who have signed the pledge. Interested in signing? [Click here](#) and we'll add your name to this list!

Jenny Abraham, Texas, Face to Face Spa
Badri Abtahi, California, Denny's
Kelsie Ackman, Florida, College Hunks Hauling Junk
Roger Aguinaldo, New York, Forest Hills Capital
Jerry Akers, Iowa, Great Clips
Alan Akins, Illinois, BrightStar Care
Craig Andersen, Virginia, Dominion Lodging Inc.
Andy Andress, Illinois, BrightStar Care
Richard Arnold, Utah, ZEROREZ
Ted Asbury, Georgia, Premium Franchise Brands
Ralph Askar, California, Instant Imprints
Mike Axiotis, Pennsylvania, Red Robin
Alen Aydinian, California, Churro Stix
Tom Baber, New Jersey, Money Mailer
Jania Bailey, Kentucky, FranNet
Natalie Barnes, Washington, Business Alliance Inc.
Jeff Barrett, Utah, Vanguard Cleaning Systems
Richard Basch, Texas, SYNERGY HomeCare
David Batista, Rhode Island, Dunkin' Donuts
Michael Batista, Connecticut, Dunkin' Donuts
Mari Baxter, North Carolina, Senior Helpers
Brenda Bedenk, Georgia, Primrose Schools
Peter Belcher, Texas, Massage Envy
Jennifer Benjamin, Tennessee, Lenny's Franchise Systems LLC
Jonathan Benjamin, Florida, Romacorp Inc.
Stacy Bennett, Arkansas, Big Frog
Sherrill Bercaw, Arizona, FASTSIGNS
David Bernhisel, Utah, InXpress
Jeff Best, Ohio, FASTSIGNS
Jeffery Bevis, Ohio, FirstLight Home Care
Maria Bhacca, Louisiana, West Industries
Nancy Bigley, California, Bottle & Bottega
Roy Billesbach, Florida, United Water Restoration
David Bloom, Nevada, Capriotti's
Matt Bocan, North Carolina, Express Employment Professionals
Becky Bongiovanni, Arizona, CarePatrol Franchise Systems LLC
Chuck Bongiovanni, Arizona, CarePatrol Franchise Systems LLC

Donna Booth, Indiana, FASTSIGNS
Michael Borreca, Georgia, Premium Franchise Bands
Michael Brady, Florida, Express Employment Professionals
Justin Bredeman, Pennsylvania, Soccer Shots
Tom Brett, Texas, Vanguard Cleaning Systems
Ty Bretz, Texas, Texas Capital Bank
Scott Briesath, Wisconsin, Merry Maids
Jim Britton, Illinois, Express Employment Professionals
Brent Brooks, Florida, Jan-Pro
Lynell Brooks, Florida, Jan-Pro
Stephanie Brooks, Texas, FASTSIGNS
Jim Bullard, North Carolina, Great Clips
Mark Bunner, Ohio, Stanley Steemer
Reginald Byrd, California, SingerLewak
Justin Cali, Florida, Jan-Pro
Joelene Calvert, Minnesota, FASTSIGNS
Meghan Capello, Missouri, Port of Subs
Mark Carlson, Wisconsin, Sport Clips
David Carson, New Jersey, Jan-Pro
Aaron Chaitovsky, New York, Citrin Cooperman
Gary Chandler, Maryland, Office Pride
Gonzalo Checa, North Carolina, BNI Global
Joseph Clancy, North Carolina, Express Employment Professionals
Randy Clegg, Utah, Café and Bakery Group LP
Angela Cody, Arizona, Major Organizers
Doc Cohen, Texas, Cookie Associates
Mitch Cohen, New York, Jersey Mike's Subs
Dan Collins, Florida, I Heart Mac & Cheese
Cyrus Connors, Ohio, Molly Maid
Lisa Cote, New Hampshire, TG3E Enterprises LLC
Candice Couture, New Hampshire, Planet Fitness
John Covilli, Missouri, Dale Carnegie
Michelle Cox, California, FASTSIGNS
Jerry Crawford, Texas, Jani-King
Mary Crawford, Texas, Jani-King
Matt Crist, Pennsylvania, Soccer Shots
Gary Critzer, Washington, Jan-Pro
Vicki Crow, Pennsylvania, Home Helpers Home Care

Eddie Curry, Georgia, Premium Franchise Brands
Samir Daftary, Washington, Edible Arrangements
Kevin Daly, Maryland, TurboHaul
Guy Darter, Connecticut, Darter Press
Sandra Davis, Arizona, Jan-Pro
Joe Dean, Michigan, Rita's Italian Ice
Michele Deane, Virginia, Handyman Matters
Jay DeCoons, California, BarMethod
Gene Denison, Arizona, Schlotzskys
Santee Devine, Florida, Spadea Lignana
Randy DeVries, Michigan, Lawn Doctor
Zach Dickens, Georgia, Qiigo
Alan Dickherber, Missouri, Floor Coverings International
Emma Dickson, Ohio, HomeHelpers Home Care
Jay Dill, Virginia, Jan-Pro
William DiPaola, Louisiana, Dat Dog
Anthony Disilvestro, Virginia, Ynot Italian
Stephen Dixons, Texas, Children's Lighthouse
Ken Douglas, Tennessee, Social Joey
Jessica Ducote, Louisiana, Merry Maids
Jeffrey Dudan, North Carolina, AdvantaClean
Steve Duke, Georgia, Floor Coverings International
Chris Dull, Georgia, Global Franchise Group
Christian Dunlap, Virginia, Great Clips
William Edwards, California, Edwards Global Services Inc.
Clint Ehlers, Pennsylvania, FASTSIGNS
John English, Missouri, Fish Window Cleaning
Timothy Evankovich, Florida, Oasis Senior Advisors
Shane Evans, Texas, Massage Heights Franchising LLC
Ginger Evenson, Wisconsin, FASTSIGNS
Sean Falk, Texas, Great American Cookies and Pretzelmaker
Gaetano Falzarano, New Jersey, Lightbridge Franchise Company
Somia Farid, Connecticut, Naranga
Ken Fearnos, Oklahoma, BrightStar Care
Brenda Febbo, New Jersey, Lightbridge Franchise Company
Rob Felcher, Michigan, TWO MEN AND A TRUCK



Mike Ferretti, Montana, Great Harvest
Martin Ferrill, Pennsylvania, SPFS Inc.
Lane Fisher, Pennsylvania, FisherZucker
Lorne Fisher, Florida, Fish Consulting
Melva Floyd, Florida, Molly Maid
John Folk, Pennsylvania, Great Clips
Christopher Fountain, Virginia,
FranConnect
Andy Fuller, Illinois, Mosquito Hunters
Eric Gagnon, Florida, We Sell Restaurants
Gary Gardner, California, Franchise
Update Media
Dominic Gentile, Alabama, Jan-Pro
John Gentry, North Carolina, Floor
Coverings International
Alan George, Georgia, FMS
Paul Gerrard, Colorado, Streamline Brands
Russell Gesher, California, Home Care
Assistance
Steve Giarrusso, California, Pillar to Post
Home Inspections
Thom Gilday, Illinois, BrightStar Care
Danny Gililand, Arkansas, Popeyes
Sean Goerss, Minnesota, 14 Moves
Rita Goldberg, Florida, British Swim
School
Geoffrey Goodman, Oklahoma,
Remarkable Brands LLC
Eric Gozur, South Carolina, Great Clips
Dough Graham, Colorado, FASTSIGNS
Kathryn Grayson, California, Jenny Craig
Martin Greenbaum, Nevada, Greenbaum
Marketing
Nate Greenberg, Pennsylvania, Siegel
Business Valuations
Joyce Grimaldi, Florida, Great Clips
Richard Grimord, Wisconsin, Express
Employment
David Gronewoller, North Carolina, GC
Partners Inc.
Doug Groves, Texas, Program Insurance
Group
James Guzdziol, Illinois, BrightStar Care
Brad Haines, Indiana, Play It Again Sports
William Hall, Texas, Dairy Queen
Trent Hallvorson, Minnesota, FranChoice
Wade Hambleton, Colorado, Grounds
Guys of Boulder
Dustin Hansen, Utah, InXpress
Scott Harrell, Florida, Home Instead
Senior Care
Rosemarie Hartnett, Virginia,
Abrakadoodle
Barbara Harvey, New York, ServiceMaster
Shazib Hassan, North Carolina, Jan-Pro
Gabriel Hatem, Florida, Tax Care
Franchise Group
Scott Hatter, Utah, Deka Lash
Lewis Have, Texas, Christian Brothers
Automotive
Paul Hawthorne, Virginia, Jan-Pro
Daniel Healy, Michigan, Express Pros
Kevin Hebert, Louisiana, FASTSIGNS
Annette Heng, Georgia, Primrose Schools

Robert Hensmann, Indiana, Wings Etc
Albert Hermans, New Jersey, Floor
Coverings International
Maria Herrera, Florida, FASTSIGNS
Darin Hicks, Kansas, City Wide Franchise
Pamela Higdon, North Carolina, Express
Pros
Marcia Higgins, Michigan, Pet Supplies
Plus
David Hill, Florida, HomeInstead
Paul Hill, Florida, FASTSIGNS
James Hillquist, California, UPS
Tom Hodgson, Ohio, Color World
Housepainting
Tim Hogan, Texas, Papa Murphy's Take 'N'
Bake Pizza
Glenn Holmes, Illinois, FASTSIGNS
Jo-Ann Houston, New York, Gym Guyz
Aubrey Huber, Arizona, Postcard
Portables
Greg Ibsen, California, Jan-Pro
Joan Immediato, Pennsylvania, Aranco
Productions
Faraz Iqbal, Georgia, Naranga
Michael Isakson, Tennessee, Merry Maids
Daness Itaya, Georgia, Maid Right
Jamie Izaks, Illinois, All Points Public
Relations
Doyle James, Texas, Dwyer Group
Paulette Janak, Texas, ServiceMaster
Southwest
Madison Jobe, Texas, Wingstop
Richard Johnsen, Illinois, Jan-Pro
Brandi Johnson, California, Home Instead
Senior Care
Gina Johnson, Washington, Business
Alliance Inc.
Nichole Jones, South Carolina, OHM
Helpers LLC
Dawn Kane, Minnesota, Hot Dish
Advertising
Kurt Karlson, Illinois, Drive-N-Style
Tracy Kelly, Louisiana, Glass Doctor
John Kemeny, North Carolina, BrightStar
Care
Tamra Kennedy, Minnesota, Taco John's
Charlie Kerr, Colorado, FasTracKids
International
David Khazan, California, Domino's
Karim Khoja, Illinois, Dunkin' Donuts
Saunda Kitchen, California, Mr. Rooter
Edward Klimczak, Michigan, Allegra
Alpena
Jillian Koeneman, Indiana, Ben's Soft
Pretzels
Susan Kothe, Ohio, Assured Partners
Zoltan Kurucz, Florida, United Water
Restoration Group Inc.
Doug Labertey, Kentucky, Jan-Pro
Paul LaFrance, Michigan, Express
Employment Professionals
James Landwehr, Minnesota, Interim
Duluth

Richard Leveille, Louisiana, Floor
Coverings International
Joshua Lignana, New Jersey, Spadea
Lignana
Mark Liston, Texas, Glass Doctor
Raeann Litalien, Virginia, Franchise Well
Steve Loflin, California, Molly Maid
Gordon Logan, Texas, Sport Clips
Christiana Logansmith, Maryland,
ServiceMaster Chesapeake
Stephen Logansmith, Maryland,
ServiceMaster Chesapeake
Allison Luedecke, Texas, Brazos
Franchising Group LLC
Rolf Lundberg, Virginia, Choice Hotels
Renu Madden, Texas, Molly Maid
Brian Maginess, Colorado, ServiceMaster
Clean
Alison Mairet, Kansas, FranNet
James Martin, New Jersey, Mr. Appliance
Angie Masters, Missouri, Fish Window
Cleaning
Chris May, Pennsylvania, Lawn Doctor
Kenneth McAllister, Louisiana, My Salon
Suite
Sylvia McAndrew, Georgia, Franchise
Gator
Stacy McCall, Tennessee, ServiceMaster
by Stratos
Lisa McGill, Indiana, Wild Birds Unlimited
Bryan McGinness, Iowa, Wine Styles
Peter McIndoe, Arkansas, PSM Home
Health Inc.
David McKean, Colorado, The Main Street
Data Company
David McKinnon, Florida, Sola Salons
William McNamara, Pennsylvania, Jan-Pro
Healey Mendicino, Nevada, Port of Subs
David Mesa, Louisiana, Ballard Brands
Craig Middledorf, North Carolina, Turbo
Haul
Richard Mikel, Texas, Grounds Guys
Brian Miller, Connecticut, FSBI Brands
Chris Miller, Arizona, Buffalo Wild Wings
Laurel Miller, California, Glass Doctor
Stacey Mobley, Alabama, Dream Dinners
Tom Monaghan, Pennsylvania, Philly
Pretzel Factory
Catherine Monson, Texas, FASTSIGNS
John Moore, Kansas, Husch Blackwell
Michael Moore, Georgia, HoneyBaked
Ham
Barbara Moran-Goodrich, Illinois, Moran
Family Brands
Daniel Mormino, Arizona, INFINITI HR
Marcos Moura, California, Amada Senior
Care
Lajos Nagy, Florida, United Water
Restoration Group Inc.
Joseph Nelson, Florida, Molly Maid
Samantha Neugebauer, Ohio, Althans
Insurance Agency
Ed Neumayr, Arizona, Great Clips
Natalie Nutter, Florida, 5th Avenue Leads



Larry Oberly, Colorado, REMAX
Darrell Olps, California, Express
Employment Professionals
Jim Olson, Minnesota, The Bernard Group
William Orders, Utah, InXpress
Clara Osterhage, Ohio, Great Clips
Roy Oteo, Texas, Wall Street Journal
Thomas Pabin, Kentucky, Class 101
Anthony Padulo, Illinois, BrightStar Care
James Palkovice, Tennessee, Jan-Pro
Mary Pang, Connecticut, The
Entrepreneur's Source
Patrick Parise, Florida, Care Patrol HQ
James Paker, Texas, Parker Clinic
Neil Patel, Connecticut, Choice Hotels
Sarju Patel, Connecticut, Edible
Arrangements
Erin Patrick, Oklahoma, Just Between
Friends
Aaron Patterson, Ohio, Anytime Fitness
Larry Patterson, Texas, Glass Doctor
Vern Patterson, Kansas, Express
Employment Professionals
Samuel Patton, Texas, Home Instead
Senior Care
Guillermo Perales, Texas, Sun Holdings Inc.
Scott Perry, Texas, Sport Clips
Diane Phibbs, Georgia, Franchise Update
Media
Matt Phillips, North Carolina,
AdvantaClean Systems
Scott Phillips, Washington, CertaPro
Andy Pittman, North Carolina, Shelf
Genie
Tom Porterfield Arkansas, Bean Counter
Farm LLC
Jeff Powell, Utah, Pillar to Post Home
Inspections
Sarah Puma, North Carolina, Blue Moon
Estate Sales
Jake Rankin, Colorado, Talem Home Care
Susan Rather, Wisconsin, BrightStar Care
Gary Raymond, New Jersey, ComForCar
Home Care
Todd Recknagel, Florida, National Envy
Development LLC
Tyrell Reed, Texas, Fuzzy's Taco Shop
Tom Reynolds, Kentucky, Domino's
Tom Richter, Utah, Maid Right
Rhea Riner, Arkansas, Rhea Lana's
Franchise Systems Inc.
Katie Riordan, California, Franchise
Success Services
AJ Rodriguez, Pennsylvania, Sport Clips
Michelle Rogers, California, Home Instead
Senior Care
Mike Rogers, Nebraska, Scooter's Coffee
Kathryn Rookes, Georgia, Premium
Franchise Brands LLC
Al Ryan, Texas, Firo Pizza
Azim Saju, Florida, Hotetl Development
& Management Groups LLC
Alyson Salz, Oregon, Righteous
Alex Samios, Arizona, Dogtopia

Jyoti Sarolia, California, Ellis Hospitality
JB Sassano, Michigan, The Dwyer Group
Debra Sawyer, Virginia, Sport Clips
Susan Saylor, North Carolina, Home
Instead Senior Care
Steve Schildwachter, Illinois, BrightStar
Care
Chad Schloerke, Georgia, Floor Coverings
International
Paula Schmidt, Pennsylvania, Express
Employment Professionals
Philip Schram, Ohio, Buffalo Wings Rings
Christine Schultz, Michigan, Pet Supplies
Plus
Andrew Scruggs, Tennessee, Always Best
Care
Sherri Seiber, Texas, Fran Fund
Andrew Seid, Pennsylvania, MSA
Worldwide
Jerrold Sessler, Washington, HomeTask
Jeff Sewell, Indiana, Home Instead Senior
Care
JoAnne Shaw, Michigan, Beanery Support
Stephen Shields, Missouri, Express
Employment Professionals
Jon Shultz, Indiana, Lawn Doctor
Elizabeth Sigety, Pennsylvania, Fox
Rothschild
John Simms, Kentucky, Paul Davis
Restoration
Delvin Simonson, Minnesota, ProTect
Painters
Bob Smith, Missouri, ServiceMaster of St.
Charles-St. Louis
Bill Spae, Texas, Dairy Queen
John Spang, Florida, Visiting Angels
Lee Spivey, Texas, Maid Right
Edward Spry, Georgia, Spry
Consulting Inc.
Michael Stafford, Michigan, TWO MEN
AND A TRUCK
Robert Stidham, Illinois, Franchise
Dynamics LLC
Dan Stone, Florida, Front Burner Brands
Eric Stuczynski, Indiana, Wings Etc
James Sweeney, Texas, Minuteman Press
Stacy Swift, Colorado, FranNet
Dawn Tally, Massachusetts, Merry Maids
Dean Tenpas, Colorado, LearningRx
Jeffrey Tews, Wisconsin, BrightStar Care
Edgar Tholen, California, Sky Zone
Gale Thompson, Virginia, ServiceMaster
Mary Thompson, Texas, The Dwyer Group
Trace Thompson, Florida, Jan-Pro
Charles Thurston, North Carolina, Wisdom
Senior Care
Marla Topliff, Illinois, Rosati's Pizza
Ted Torres, Arizona, TCG Hospitality and
Development
Geri True, Nebraska, Color Glo
Keith Turner, Michigan, HOODZ
International LLC
Guy Vasconcellos, California,
AlphaGraphics

Mark Vecchiola, Florida, LED Source
Ron Veldman, Illinois, DSI Holdings
Peter Volante, Rhode Island, The Cleaning
Authority
Eric Webb, North Carolina, AlphaGraphics
Joel Welsh, Michigan, The Dwyer Group
Robyn White, Texas, Children's Lighthouse
Steven White, Florida, PuroClean
William White, North Carolina, Shear
Investments Inc.
Michael Wien, Georgia, The Specific Edge
Shannon Wilburn, Oklahoma, Just
Between Friends
Tra Williams, Florida, LAE Inc.
Joseph Williamson, Georgia,
ServiceMaster
Andrew Wilson, California, Rockin' Jump
Tom Wood, Georgia, Floor Coverings
International
Roy Wu, Washington, Home Instead
Rob White, Virginia, FASTSIGNS
Josh York, New York, Gym Guyz
Nicholas Zafer, Michigan, TeamLogic IT
Natalee Ziebro, Ohio, Express
Employment Professionals
Steve Zishka, Indiana, BrightStar Care