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## FOR IMMEDIATE RELEASE

## **Checkers & Rally's Forecasts Another Record Year of Restaurant Openings**

Drive-thru franchise gears up for International Council of Shopping Centers (ICSC) Conference with tremendous growth plans due to smaller footprint design

**TAMPA** – Checkers & Rally's, the iconic drive-thru franchise, is building momentum for another record year of growth with 76 new restaurant openings in the pipeline for 2018. Last year, the brand set a record for opening 50 new restaurants in one year, and is on pace to open 100 in 2019.

At a time when a lot of brands' growth is stagnant, Checkers & Rally's attributes its monumental growth in the retail space to its efficient restaurant design. When other brands pass on a third of an acre parcel of land, Checkers & Rally's is able to maximize the space with its drive-thru model and fit in spaces that other brands can't. The brand's Modular units also allow for faster development in a compact space, while still being able to withstand Hurricane 4 wind loads with a strong and sturdy structure. The units which are constructed offsite in a controlled environment, and delivered to the location site and set via crane, allow for on-time openings and minimal delays.

Behind the record-breaking growth at Checkers & Rally's is the brand's new real estate team, with Director of Real Estate Kris McDonald at the helm, focused on design innovation catered to faster growth. McDonald's background in real estate is diverse, with support of retailers like Walgreen's, Chase Bank and Fred's, helping each brand during a major growth stage. Behind McDonald is a seasoned team with decades of combined years of experience in the real estate sector.

"The modular units present an incredibly opportunity for franchisees looking to open in retail spaces, but don't have the square footage to work with," said McDonald. "Before this smaller footprint design these lots were never able to generate money. Now franchisees are able to open restaurants in smaller spaces and with a quicker development timeline, allowing for tremendous growth and success for the brand."

On May 20<sup>th</sup> through May 23<sup>rd</sup> the Checkers & Rally's real estate and development teams will be headed to RECon, The Global Retail Real Estate Convention by ICSC in Las Vegas, the world's largest global gathering of retail real estate professionals. At the conference at booth #N2760, the Checkers team will highlight the small restaurant design and its success in the retail space.

## ABOUT CHECKERS & RALLY'S RESTAURANTS, INC.

Based in Tampa, Fla., Checkers & Rally's Restaurants, Inc., an iconic and innovative drive-thru restaurant chain known for its "Crazy Good Food," exceptional value, and people-first attitude, operates and franchises both Checkers® and Rally's® restaurants. With more than 870 restaurants and room to grow, Checkers & Rally's is a proven brand with flexible building formats that is aggressively expanding across the country. Checkers & Rally's is dedicated to being a place where franchisees and employees who work hard can create opportunity for themselves, their families, and their communities. In recent years,

the brand has been awarded several of the industry's most prestigious awards including: Ranking #140 on Entrepreneur's 2018 Franchise 500, Top Food and Beverage Franchise by Franchise Business Review, 2016 and 2017 Best Franchise Deals, "Best Drive-Thru in America" by QSR Magazine, the "Hot! Again" award from Nation's Restaurant News, and "#1 Most Craveable Fries" by Restaurant Business. For more information about franchise opportunities with Checkers & Rally's, please visit www.checkersfranchising.com.