

OC-BASED RESTAURANT CHAINS

Rank Prev. Rank	Company •Address	•Website •Email	Systemwide sales for 12 months ended 12-31-2016 (millions) •yearly % change	OC employees •yearly % change	Name(s) of restaurant(s) operated in OC	OC restaurant locations	Systemwide restaurant locations	Type(s) of food	Owner/ultimate parent company	Corporate headquarters	Top local official(s) •Title •Phone/fax
1 (1)	Taco Bell Corp. 1 Glen Bell Way Irvine 92618-3344	tacobell.com media@tacobell.com	\$9,500 6%	2,600 30%	Taco Bell	79	7,422	Mexican	Yum Brands Inc.	Louisville, Ky.	Brian Niccol CEO (949) 863-4500
2 (2)	BJ's Restaurants Inc. 7755 Center Ave., Ste. 300 Huntington Beach 92647-3084	bjsrestaurants.com guestrelations@ bjsrestaurants.com	\$993.1 8%	1,314 -5%	BJ's Restaurant & Brewhouse, BJ's Pizza & Grill	10	192	American, bar and grill	BJ's Restaurants Inc.	Huntington Beach	Gregory Trojan CEO/president (714) 500-2400
3 (5)	In-N-Out Burgers Inc. 4199 Campus Drive, ninth floor Irvine 92612-8604	in-n-out.com	\$807.1 31%	2,350 6%	In-N-Out Burgers	25	325	Burgers	Lynsi Snyder	Irvine	Lynsi Snyder president (949) 509-6200/(949) 854-5369
4 (3)	El Pollo Loco Holdings Inc. 3535 Harbor Blvd., Ste. 100 Costa Mesa 92626-1494	elpollo.com	\$795.4 6%	744 -1%	El Pollo Loco	53	460	Mexican, chicken	EPL Intermediate Inc.	Costa Mesa	Stephen Sather CEO/president (714) 599-5000
5 (4)	Del Taco Restaurants Inc. 25521 Commercentre Drive Lake Forest 92630-8857	deltaco.com	\$738.1 ⁽¹⁾ 5%	1,440 ⁽²⁾ -1%	Del Taco	67	555	Mexican, American	Del Taco Restaurants Inc.	Lake Forest	Paul J.B. Murphy III ⁽³⁾ CEO (949) 462-9300/(949) 462-7444
6 (6)	Yard House USA Inc. 7700 Irvine Center Drive, Ste. 300 Irvine 92618-3022	yardhouse.com	\$524 11%	945 ⁽⁴⁾ NA	Yard House	4	65	American	Darden Restaurants Inc.	Orlando, Fla.	Craig Carlyle president (949) 727-0959/(949) 727-0831
7 (14)	Johnny Rockets Group Inc. 2 South Pointe Drive Lake Forest 92630-2280	johnnyrockets.com pr@johnnyrockets.com	\$352.8 NA	100 0%	Johnny Rockets	8	385	American	Sun Capital Partners Inc.	Boca Raton, Fla.	James Walker president, global operations and development (949) 643-6100/(866) 209-9523
8 (9)	Fleming's Prime Steakhouse & Wine Bar 1300 Dove St., Ste. 105 Newport Beach 92660-2415	flemingssteakhouse.com guestservice@ flemingssteakhouse.com	\$285 2%	80 ⁽⁴⁾ NA	Fleming's Prime Steakhouse & Wine Bar	1	68	Steak, seafood	Bloomin' Brands Inc.	Tampa, Fla.	Skip Fox president (949) 222-2223
9 (11)	Habit Restaurants Inc. 17320 Red Hill Ave., Ste. 140 Irvine 92614-5695	habitburger.com marketing@habitburger.com	\$283.8 23%	600 20%	Habit Burger Grill	16	185	Burgers, sandwiches, salads	Habit Restaurants LLC	Irvine	Russ Bendel/Ira Fils CEO, president/CFO (949) 851-8881/(949) 852-4650
10 (10)	Sizzler USA Inc. 25910 Acero Drive, Ste. 350 Mission Viejo 92691-7908	sizzler.com	\$272.9 0%	295 2%	Sizzler	7	136	Steak, seafood, chicken, salads	Sizzler USA	Mission Viejo	Kerry Kramp CEO/president (949) 273-4497/(949) 855-8446
11 (8)	Real Mex Restaurants Inc. 5660 Katella Ave., Ste. 200 Cypress 90630-5058	realmexrestaurants.com	\$263 ⁽⁴⁾ NA	1,565 ⁽⁴⁾ NA	El Torito, El Torito Grill, Acapulco, Las Brisas	14	92	Mexican	Real Mex Restaurants	Cypress	Bryan Lockwood CEO (562) 346-1200/(562) 346-1463
12 (12)	Wienerschnitzel 7700 Irvine Center Drive, Ste. 550 Irvine 92618-3036	wienerschnitzel.com dkoegeboehn@ galardigroup.com	\$253.5 5%	40 ⁽⁴⁾ NA	Wienerschnitzel	30	320	Hot dogs, burgers	Galardi Group Inc.	Irvine	Cindy Galardi Culpepper chairperson/CEO (800) 764-9339/(949) 892-2618
13 (16)	Yogurtland Franchising Inc. 17801 Cartwright Road Irvine 92614-6216	yogurt-land.com info@yogurt-land.com	\$180 0%	97 -39%	Yogurtland	38	324 ⁽⁴⁾	Frozen yogurt	Yogurtland Franchising Inc.	Irvine	Phillip Chang founder/CEO (949) 265-8000/(949) 265-8000
14 (25)	Pieology Pizzeria 30342 Esperanza Rancho Santa Margarita 92688-2118	pieology.com rfessler@pieology.com	\$150 101%	450 120%	Pieology (Irvine Spectrum, Irvine Marketplace, Fullerton, Westminster)	8	150	Custom pizza	Pieology Pizzeria	Rancho Santa Margarita	Mike Nolan president (949) 800-8314
15 (15)	Fresh Enterprises LLC 320 Commerce, Ste. 100 Irvine 92602-1363	bajafresh.com customer@bajafresh.com	\$145 NA	900 ⁽⁴⁾ NA	Baja Fresh, La Salsa	12	183	Mexican	Fresh Enterprises	Irvine	Chuck Rink CEO/president (949) 270-8900
16 (21)	Lazy Dog Restaurant & Bar 7777 Center Ave. Huntington Beach 92647-3063	lazycdogrestaurants.com	\$117 17%	550 ⁽⁴⁾ NA	Lazy Dog Restaurant & Bar	4	22	American	Lazy Dog Restaurants LLC	Huntington Beach	Chris Simms founder/CEO (714) 596-9960
17 (20)	Specialty Restaurants Corp. 8191 E. Kaiser Blvd. Anaheim 92808-2214	specialtyrestaurants.com info@srcmail.com	\$106.1 0%	150 ⁽⁴⁾ NA	Orange Hill Restaurant	1	21	American, Mexican	Specialty Restaurants Corp.	Anaheim	John Tallichet CEO/president (714) 279-6100/(714) 998-7574
18 (22)	Flame Broiler Inc. 1538 E. Warner Ave., Ste. E Santa Ana 92705-5476	flamebroilerusa.com ylee@flamebroilerusa.com	\$102.6 4%	710 0%	The Flame Broiler The Rice Bowl King	70	186	Asian	The Flame Broiler Inc.	Santa Ana	Young R. Lee CEO/president (714) 424-0223/(714) 424-0225
19 (29)	King's Seafood Co. 3185 Airway Ave., Bldg. J Costa Mesa 92626-4601	kingsseafood.com contactus@kingsseafood.com	\$98.3 9%	470 32%	Water Grill South Coast Plaza, Fish Camp, King's Fish House Huntington Beach, King's Fish House Orange, King's Fish House Laguna Hills	5	20	Seafood, steak, sushi, American	King's Seafood Co.	Costa Mesa	Sam King/RJ Thomas founder, CEO/president, COO (714) 432-0400/(714) 432-0111
20 (24)	Tutti Frutti Frozen Yogurt 2100 E. Valencia Drive, Ste. B Fullerton 92831-4811	tfyogurt.com	\$96 7%	wnd	Tutti Frutti Frozen Yogurt	14	417	Frozen yogurt	Wellspring Industry Inc.	Fullerton	Jay Kim CEO/president (562) 802-0240/(562) 802-0250
21 (23)	Ruby's Diner Inc. 201 Shipyard Way, Ste. E Newport Beach 92663-4452	rubys.com marketing@rubys.com	\$91.7 0%	652 -32%	Ruby's Diner Inc.	17	35	American	Ruby Restaurant Group	Newport Beach	Doug Cavanaugh chairman/CEO (949) 644-7829/(949) 644-4625
22 (19)	Pick Up Stix 24422 Ave de la Carlota, Ste. 360 Laguna Hills 92653-3603	pickupstix.com	\$68.8 -4%	300 0%	Pick Up Stix	27	68	Asian	West Coast Capital	Sherman Oaks	Linda Nelson COO (949) 429-6500/(949) 900-1761
23 (26)	Wahoo's Fish Taco 2855 Pullman St. Santa Ana 92705-5713	wahoos.com david.renaud@wahoos.com	\$63.8 5%	465 3%	Wahoo's Fish Taco	19	61	Fusion of Mexican, Asian and Brazilian ingredients and flavors	Lamkone Restaurants Inc.	Santa Ana	Renato Lee CEO/president (949) 222-0670/(949) 222-0750
24 (27)	zpizza 2601 Main St., Ste. 910 Irvine 92614-4253	zpizza.com feedback@zpizza.com	\$45 -17%	276 ⁽⁴⁾ NA	zpizza	18	70	Pizza, salads, sandwiches	zpizza International	Irvine	Sid Fanarof/Chris Bright founder/president (949) 222-5600
25 (NR)	Panini Café 17821 Sky Park Circle, Ste. H Irvine 92614-6104	mypaninicafe.com info@mypaninicafe.com	\$44 NA	wnd	Panini Café	5	13	Mediterranean	SPCorp Services Inc.	Irvine	Mike Rafipoor CEO
26 (30)	Nekter Juice Bar Inc. 1844 Carnegie Ave. Santa Ana 92705-5545	nekteerjuicebar.com contact@nekteerjuicebar.com	\$43.5 19%	600 50%	Nekter Juice Bar	24	77	Vegan juices and smoothies, vegan & healthy snacks, acai bowls, cold-pressed juices & skoop	Steve and Alexis Schulze	Santa Ana	Steve Schulze/Alexis Schulze CEO, president/chief visionary officer (949) 313-0440
27 (31)	American Restaurant Holdings Inc. 18818 Teller Ave., Ste. 115 Irvine 92612-1623	americanrestaurantholdings.com	\$35 ⁽⁴⁾ NA	150 ⁽⁴⁾ NA	Canyon Fireside Grille, Fresca's Mexican Grill, JoJo's Pizza Kitchen, Muscle Maker Grill	10 ⁽⁴⁾	62 ⁽⁴⁾	American, Mexican, Italian, healthy alternatives	American Restaurant Holdings Inc.	Irvine	Tim Betts CEO/president (949) 825-5090/(949) 825-5099
27 (NR)	Nick's Restaurants 16721 Millikan Ave. Irvine 92606-5009	nicksrestaurants.com hello@nicksrestaurants.com	\$35 25%	200 39%	Nick's San Clemente, Nick's Laguna Beach, South of Nick's - San Clemente, South of Nick's - Laguna Beach	4	7	American	Nick Nickoloff & Brian Harrington/ NH LLC	Irvine	Nicholas Nickoloff managing member (949) 333-2711/(949) 333-2710

Sources: Technomic Inc. and the restaurant chains. Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose. List may not be reprinted without permission of the editor.

⁽¹⁾ Systemwide sales for the 12 months ended Jan. 3, 2017

⁽²⁾ Includes company-owned employees only (does not include franchised locations)

⁽³⁾ John Cappasola Jr. to succeed Paul Murphy, effective July 7

⁽⁴⁾ Business Journal estimate

Researched by Dana Truong

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OC-BASED RESTAURANT CHAINS

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Rank Prev. Rank	Company •Address	•Website •Email	Systemwide sales for 12 months ended 12-31-2016 (millions) •yearly % change	OC employees •yearly % change	Name(s) of restaurant(s) operated in OC	OC restaurant locations	Systemwide restaurant locations	Type(s) of food	Owner/ultimate parent company	Corporate headquarters	Top local official(s) •Title •Phone/fax
29 (32)	Paul Martin's American Grill 4041 MacArthur Blvd., Ste. 285 Newport Beach 92660-2541	paulmartinsamericangrill.com marketing@pmagrill.com	\$34.5 ⁽⁴⁾ NA	100 ⁽⁴⁾ NA	Paul Martin's American Grill	1	11	Classic American cuisine, steaks, seafood and house-made recipes	Paul Martin's American Grill	Newport Beach	Paul Fleming/Brian Bennett/Brad Kaemmer/Justin Otsuka co-founder/co-founder/CEO/CFO (949) 336-5237/(949) 336-5238
30 (34)	Juice It Up! 17915 Sky Park Circle, Ste. J Irvine 92614-6378	juiceitup.com information@juiceitup.com	\$32.9 9%	215 0%	Juice It Up!	20	90	Raw juice bar chain specializing in fresh squeezed juices, fruit & veggie smoothies, protein shakes, acai and pitaya bowls, smoothie bowls & health-conscious snacks	Balboa Brands Inc.	Irvine	Frank Easterbrook CEO/president (949) 475-0146/ (949) 475-0137
31 (33)	Golden Spoon Franchising Inc. 30302 Esperanza Rancho Santa Margarita 92688-2118	goldenspoon.com info@goldenspoon.com	\$26.7 -19%	600 ⁽⁴⁾ NA	Golden Spoon	13 ⁽⁴⁾	43	Frozen yogurt	Golden Spoon	Rancho Santa Margarita	Roger Clawson CEO (949) 709-2750
32 (35)	Oggi's Pizza and Brewing Co. 1245 Puerta del Sol San Clemente 92673-6310	oggis.com	\$24.9 NA	225 ⁽⁴⁾ NA	Oggi's Pizza & Brewing Co.	2	15	Pizza, pasta, sandwiches, salads, microbrew beers	Oggi's Pizza & Brewing	San Clemente	George Hadjis CEO/president (949) 218-3964
33 (NR)	Chronic Tacos 31 Journey, Ste. 230 Aliso Viejo 92656-5311	eatchronictacos.com info@eatchronictacos.com	\$24 33%	250 6%	Chronic Tacos	14	43	Mexican	Chronic Tacos	Aliso Viejo	Michael Mohammed CEO (949) 366-9936/(949) 366-9937
34 (37)	Stacked Restaurants LLC 16168 Beach Blvd. Huntington Beach 92647-3816	stacked.com info@stacked.com	\$18.9 34%	95 -21%	STACKED: Food Well Built	1	5	Burgers, sandwiches, salads, mac 'n' cheese, breakfast	Stacked Restaurants LLC	Huntington Beach	Paul Motenko/Jerry Hennessy co-CEOs (714) 376-0070
35 (28)	John's Incredible Pizza Co. 22342 Avenida Empresa, Ste. 220 Rancho Santa Margarita 92688-2161	johnspizza.com info@johnspizza.com	\$17.5 15%	179 ⁽⁴⁾ NA	John's Incredible Pizza Co.	1	13	Pizza, pasta, chicken, soup, salad, dessert	JIPC Ventures Inc.	Rancho Santa Margarita	John Parlet founder/president (949) 916-2000/(949) 916-2600
36 (NR)	Creamistry 22755 Savi Ranch Parkway, Ste. G Yorba Linda 92687	creamistry.com info@creamistry.com	\$14.9 13%	wnd	Creamistry	8	41	Ice cream	Katie Yim	Creamistry Franchise Inc.	Katie Yim president (657) 224-9602
37 (38)	Zov's Bistro & Bakery 17440 E. 17th St. Tustin 92780-1953	zovs.com zov@zovs.com	\$13 ⁽⁴⁾ NA	220 0%	Zov's Bistro - Tustin; Zov's Bakery & Cafe - Tustin; Zov's Anaheim; Zov's Newport Coast; Zov's Irvine; Zov's John Wayne Airport	6	6	Mediterranean	Zov Karamardian	Tustin	Zov Karamardian/Armen Karamardian/Gary Karamardian founder/CEO/co-founder (714) 838-8855
38 (NR)	Slapfish 19696 Beach Blvd. Huntington Beach 92648-2992	slapfishrestaurant.com	\$12.9 39%	120 26%	Slapfish (Brea, Huntington Beach, Irvine, Laguna Beach, Newport Beach, San Clemente)	6	8	Seafood	Andrew Gruel/Slapfish Restaurant Group LLC	Orange County	Andrew Gruel founder/CEO

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⁽⁴⁾ Business Journal estimate

OC-BASED RESTAURANT FRANCHISEES

Rank Prev. Rank	Company •Address	•Website •Email	Systemwide sales for 12 months ended 12-31-2016 (millions) •yearly % change	OC employees •yearly % change	Name(s) of restaurant(s) operated in OC	OC restaurant locations	Systemwide restaurant locations	Type(s) of food	Owner/ultimate parent company	Corporate headquarters	Top local official(s) •Title •Phone/fax
1	Marwaha Group 2551 W. Woodland Drive Anaheim 92801-2608	marwahagroup.com raghu@marwahagroup.com	\$375.0 ⁽¹⁾ NA	10 ⁽¹⁾ NA	Subway, Denny's, Yogurtland	0	1,250 ⁽¹⁾	Submarine sandwiches, frozen yogurt and coffee shop	Marwaha Group	Anaheim	Raghu Marwaha/Rohit Marwaha ⁽²⁾ co-CEOs/managing partners (714) 232-8122
2	American West Restaurant Group⁽³⁾ 1 City Blvd W., Ste. 750 Orange 92868-3615	gerdman@awrg.org	\$283.2 11%	1,298 NA	Pizza Hut	59	300	Italian-American	American West Restaurant Group	Orange	wnd
3	Friendly Franchisees Corp. (FFC Management) 1 Centerpointe Drive, Ste. 400 La Palma 90623-1052	ffcorp.online	\$140.0 ⁽¹⁾ NA	20 ⁽¹⁾ NA	Carl's Jr., Papa John's	80 ⁽¹⁾	93 ⁽¹⁾	American, burgers, pizza	Friendly Franchisees	La Palma	Harshad Dharod owner/president (714) 736-8900/(714) 736-8909
4	Cotti Foods Corp. 29889 Santa Margarita Parkway Rancho Santa Margarita 92688-3609	shaneg@cottifoods.com	\$130.0 ⁽¹⁾ NA	10 ⁽¹⁾ NA	NA	0 ⁽¹⁾	100 ⁽¹⁾	Wendy's, Taco Bell, Pieology Pizzeria franchises	Cotti Foods Corp.	Rancho Santa Margarita	Peter Capriotti CEO (949) 858-9191
5	Grewal Foods OC LLC 9870 Irvine Center Drive Irvine 92618-4353	ohcal.com	\$119.0 -4%	2,000 -23%	Subway franchises	240	44,690	Submarine sandwiches	Grewal Foods OC LLC	Irvine	Hardy Grewal CEO (949) 387-2667/(949) 387-1638

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⁽²⁾ Winner of 2017 EY Entrepreneur of the Year Award - Consumer Category
⁽³⁾ Previously listed as Southern California Pizza Co.

⁽¹⁾ Business Journal estimate

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