



CITRIN COOPERMAN®
Accountants and Advisors



FRANCHISING

Focused on Growing Your Business

Citrin Cooperman is proud to be home to one of the leading franchising practices in the country. With over 35 years of franchise experience, Citrin Cooperman provides a full range of services to a vast number of franchise concepts. We work with the owners, operators, controllers, and CFOs of a wide range of franchisors and multi-unit franchisees to help them establish their brands and grow their businesses to the next level.

How Citrin Cooperman Can Help

Citrin Cooperman is proud to be home to one of the leading accounting and consulting franchising practices in the country, with a dedicated National Franchise Practice that has over 35 years of franchise experience. Providing a full range of services to a vast number of franchise concepts (including some very familiar household names), we work with the founders, owners, operators,

Related Practices

- Restaurants and Hospitality
- Auto Dealerships
- Staffing
- Private Equity and Capital Markets
- Transaction Advisory Services

controllers, and CFOs of a wide range of franchisors and multi-unit franchisees to help them establish their brands and grow their businesses to the next level.

Citrin Cooperman's Franchise Practice is comprised of experienced CFE-accredited professionals who provide valuable guidance and insight to help our clients minimize uncertainty, meet compliance and contractual obligations, and stay focused on their franchisees, customers, and building their businesses.

There is simply no substitute for experience. We take what we have seen and learned over the past 35 years representing and working with some of the largest franchise concepts in the world - during the greatest and most active franchise industry growth periods - and support our clients with beneficial, productive consulting services geared towards their individual needs.

Related Services

In addition to our core assurance, tax, and advisory services, we also offer a custom suite of services focused on the industry. These services include:

General Franchise Services

- Business operational consulting
- NEXUS and sales tax studies
- Strategizing effective goals for growth
- Strategic organizational corporate structure designed for asset protection
- Budgeting and cash flow analysis
- Long-term profitability analysis
- Valuation and litigation support

Franchisor Services

- Profitability consulting for emerging/mature franchisors
- International expansion strategies
- Designing and conducting royalty audits
- FDD compliance consulting and review
- Item 19 preparation and review
- Franchisor succession planning
- Advertising fund market studies
- Operational restructuring

Multi-Unit Franchisee Services

- Unit matrix reviews, exit strategies inclusive of presentations, and representations for sell-side diligence
- Analysis of area development agreements
- FDD analysis and comparison to the included audited financial statements prior to acquisition
- Specific FDD item analysis to actual realistic data
- Multi-state tax planning
- Analysis of operating agreements and overall corporate structure

Franchise Private Equity Services

- Buy-side, sell-side, and lender due diligence

- Quality of earnings reports (Q of E)
- Working capital analysis
- Mergers and acquisitions valuation services
- Tax structuring of deals