



Franchise Services For Private Equity Firms

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The franchise industry offers attractive opportunities to expand your private equity portfolio with established brands, high-growth companies, passionate entrepreneurs and high compliance standards that strengthen your rate of return.

But among these benefits are the factors that make owning franchises so different than any other portfolio company. Strict franchisor reporting requirements, inexperienced business owners and minimal financial support staff are some of the unique challenges that can threaten your transaction and financial outcome.

It's time for a new approach.

Grassi Franchise Services is the knowledgeable business partner your private equity firm needs to make the most of every franchise investment. Unlike larger national firms, Grassi offers a dedicated team of franchise professionals who specialize in providing business advice, monthly compliance, income tax and sales tax planning, and day-to-day accounting support of franchisees.

Tax Planning & Compliance

Maximize your portfolio's tax savings with our expert tax planning and compliance services. Grassi Franchise Services has a full team of CPAs and tax professionals who can identify the best strategies and vehicles to mitigate your firm's tax obligation and compliance risk.

- Tax return preparation and filing
- Tax credits and incentives
- State and local tax compliance
- Sales tax returns, automation and compliance
- Entity tax structuring



Audit & Accounting

With the help of your Grassi Franchise Services advisor, your financial statements and audit will hold no surprises. Our accurate and timely franchise reporting, financial statements and audit preparation will keep your firm in compliance and well-positioned for a smooth and efficient audit process. Our franchise advisors can also provide quarterly and monthly reporting and compliance for your franchise companies, bringing you the transparency and confidence you need.

- GAAP and cash-basis financial statements
- Franchise reporting to meet strict franchisor requirements
- Audit preparation
- Bookkeeping by certified QuickBooks advisors

CFO Advisory

In addition to our accounting and audit services, Grassi has a full team of experienced CPAs and CFOs who can serve as an extension of your executive team and provide closer oversight and management of your finance function. We can also provide experienced outsourced accounting staff that can help you avoid the time and costs associated with turnover, hiring and training.

- Outsourced CFO
- Day-to-day accounting support (A/R, A/P, payroll)
- Cash flow management
- KPI benchmarking

Your Full-Service Advisor

- ▶ 22 professionals who work solely in the franchise industry
- ▶ Certified public accountants highly skilled in financial reporting, audits and tax compliance
- ▶ Decades of experience advising franchisees, franchisors and private equity firms
- ▶ Seamless transition from current provider with our proven controls and established procedures.

HR Consulting

People and performance are essential to your firm's success, especially as it grows and acquires new portfolio companies. Grassi's Human Resources consultants oversee or supplement your HR function to ensure your policies, procedures and hiring are enabling the most efficient and effective workforce.

- HR outsourcing
- Workforce planning
- Performance management
- Recruitment of Controllers, CFOs and other executives

Transaction Support

When it comes time to buy or sell a franchise, Grassi Franchise Services represents your best interests and helps you secure and close the deal. Our franchise advisors have the connections, experience and knowledge to help you identify and pursue your next move in the franchise industry and maximize your return on investment.

- Quality of earnings reports
- Buy-side and sell-side due diligence
- Business valuations
- Transaction structuring

Buying or selling, Grassi is on your side.

- ▶ Deep industry connections to help you identify and vet potential buyers or sellers
- ▶ Highly credentialed valuation professionals who provide the full picture of what your franchise is worth
- ▶ Experienced franchise CPAs and forensic accountants who can accurately measure the financial well-being of your target franchise

Technology

Are you confident that the technology supporting your business is producing the most efficient and impactful results for your bottom line? Your Grassi Franchise Services advisor can evaluate the IT infrastructure of your private equity firm and make recommendations for maximizing every technology investment.

Grassi Franchise Services also specializes in advising franchisees and private equity firms on harnessing the power of artificial intelligence, automation and data to reduce redundancies, improve efficiencies and make confident business decisions.

- Robotic process automation
- Data analytics
- Software selection and implementation
- Technology assessments

Highly Knowledge, Easily Accessible

Grassi Franchise Services is just the right size to provide the comprehensive range of services you need and the personal touch you want. Our advisors work alongside you to identify and customize solutions that provide just the right amount of support to maintain compliance, save costs and free you up to focus on the important work of growing your portfolio.



Your Private Equity Advisors



James Bohl, CPA, MST

Partner, President of Grassi Franchise Services, LLC

James Bohl, CPA, MST, is a Partner at Grassi and the President of Grassi Franchise Services. With over 30 years of accounting experience, James consults with clients in a variety of fields including: Franchised Restaurants (QSR), health and wellness, garment and apparel, entertainment, legal, manufacturing, and international business.



Leonard Carone, CPA

Partner

Leonard Carone is Partner in the Accounting Services area of Grassi Franchise Services. Leonard has been with the Firm for over three years and has almost 30 years of experience in corporate and individual taxation, financial statements compilations and reviews, financial statement analysis, business valuations, mergers and acquisitions of franchises, and franchise accounting.



Anthony D'Agostino, CPA

Consulting Principal

Anthony D'Agostino is a Consulting Principal at Grassi and brings to the firm more than 40 years of experience in financial and operational strategies for multinational companies. Anthony specializes in budgeting processes, financial reporting, internal controls, technology solutions and risk management for manufacturers and distributors. He also guides these companies through processes and decisions at key stages of the business cycle, including mergers and acquisitions, raising startup capital, initial public offerings (IPOs), positioning the business for sale, organizational restructuring, bankruptcy, turnarounds and workouts.

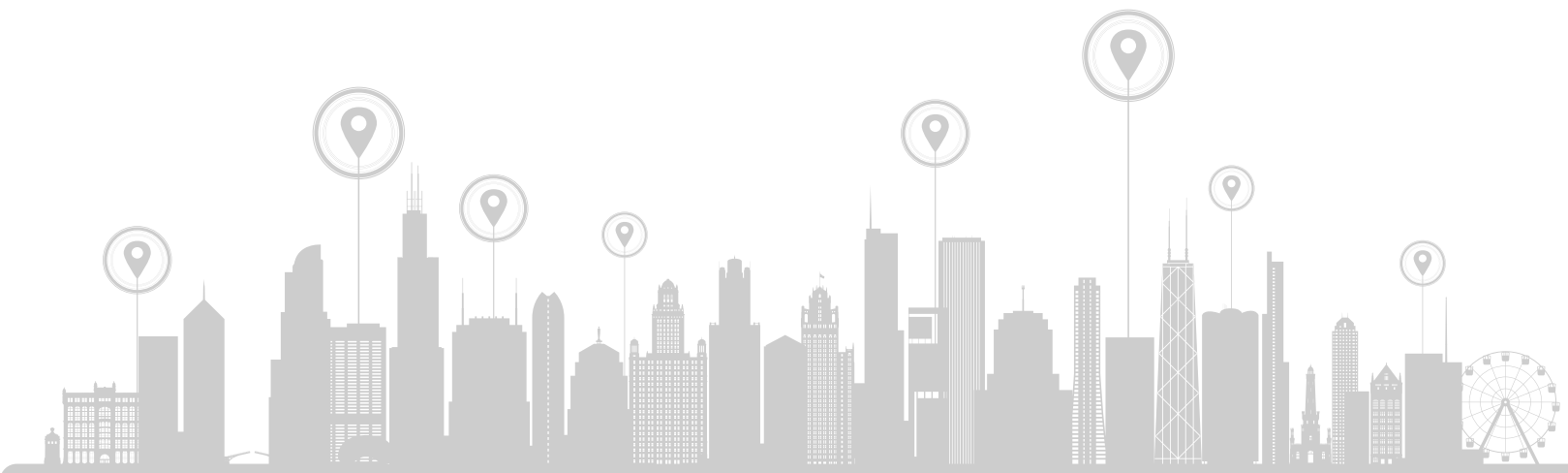


About Grassi Franchise Services

Grassi Franchise Services (GFS) provides advisory, tax and accounting services to leading franchises throughout the United States. GFS's CPAs and advisors offer a full range of industry solutions to help franchise owners meet their financial goals, including tax planning and compliance, monthly financial statement compilation, benchmarking, cash flow management and operational advice. GFS clients benefit from year-round access to CPAs and accountants who specialize in helping franchisees maximize their tax savings, achieve the most accurate financial reporting, correct operational inefficiencies and find additional cost savings. As true business advisors, GFS professionals also offer consulting, transaction support, due diligence, forensic accounting and succession planning services. Grassi Franchise Services is an affiliate of Grassi, the 64th largest accounting firm in the nation. For more information, please visit grassifranchiseservices.com.

About Grassi Advisors & Accountants

As the 64th largest accounting firm in the nation, Grassi is a leading provider of advisory, tax and accounting services to businesses and individuals. Grassi advisors specialize in providing industry-specific business consulting, audit, tax, and technology services to key market sectors, including construction, architecture and engineering, not-for-profit, healthcare, manufacturing and distribution, financial services, real estate, cannabis and more. With offices in New York, Jericho, Ronkonkoma and White Plains, NY; Park Ridge, NJ; Needham, MA; and Palm Beach, FL, the firm has the depth of knowledge and experience to work effectively alongside clients across the New York metro area and throughout the United States, as well as internationally through its membership in Moore Global.





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